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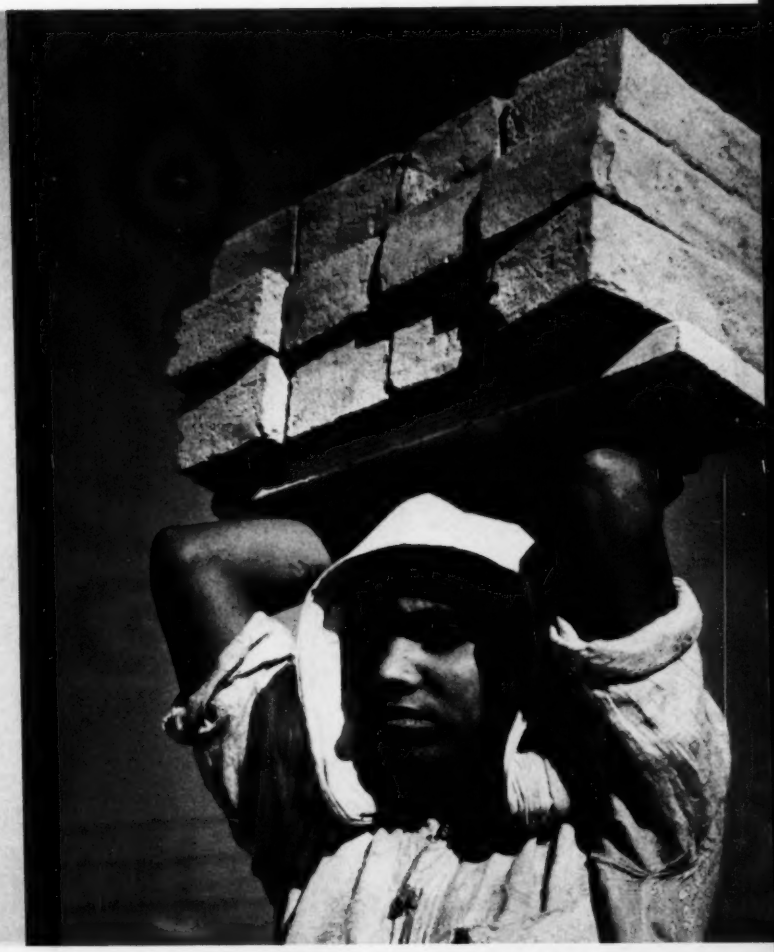

U.S. prices are competitive in India

Business Bulletins *from around the world*

ADEN—Total imports in 1964 amounted to $297.1 million, of which the U.S. supplied $5.3 million, or approximately 2% of the total, same share as year before. Total of $208 million exported in 1964 with the U.S. taking $1.7 million, or more than double that of 1963.

FRANCE—No U.S. company participated in last April's 9th International Show of Women's Ready-to-Wear in Paris. British exhibitors booked $700,000 in orders. U.S. Embassy Paris reports that U.S. college and Western styles inspire French fashions. Next show will be held from Nov. 6 to 11.

Firestone France transfers head office from Paris to Bethune, Pas-de-Calais.

Sales of Galeries Lafayette, leading French department store, totaled $176 million in 1964, virtually same as 1963.

GERMANY—Schloemann AG, Duesseldorf, receives order for two cold rolling mills for plant in Belgium built by Pittsburgh Steel Co. and Armco Steel Corp. Schloemann earlier received two other orders for cold rolling mills from U.S. companies, International Nickel Co., Inc. and Union Carbide Corp., who are building plants in Indiana for rolling down nickel, nickel alloy strips.

Waddell and Reed International, Ltd., Hamilton, Bermuda, subsidiary of Waddell and Reed, Inc., New York, which administers United Funds investment fund, establishes branch office in West Berlin for sale of fund shares to German investors. Firm already maintains branches at Munich, Hamburg, Mannheim.

Work begun on Dow Chemical's new factory near Buehl/Baden for production of styrene resin foam, styrene butadiene latex.

GUATEMALA—Esso Standard (Guatemala), Inc., contracts for seismographic exploration off country's Pacific coast. Exploration to be conducted by United Geophysical Co. of America. Operation will take about six weeks, cost about $350,000, will cover concession of about 980,000 acres to south of coast of Departments of Escuintla, Suchitepequez, Retalhuleu. Six to 12 months will elapse before results are known and company decides whether to initiate drilling operations.

INDIA—According to unconfirmed press reports, Government approved Imperial Chemical Industries, Ltd., (ICI) proposal to establish private sector fertilizer plant with annual capacity of 250,000 tons of nitrogen at Kanpur, Uttar Pradesh. Consortium of overseas banks agrees to finance foreign exchange costs. ICI will have 51% share of project, Government, 26%, and 23% to be subscribed by public.

Publication of import policy (Red Book) for 1965/66 shipping period, will be effective from last July 1, to March 31, 1966, leaving first quarter of year uncovered. It is expected to contain sharp reduction (approximately one-half of last year's total) in overall quota allocations for "established importers," i.e., traders; reduction however includes elimination of quotas for some 60 miscellaneous items. Quotas for "actual users," i.e., industrialists, also to be reduced, but in less severe proportion. AID-financed imports, imports procured from rupee settlement account countries will not be affected.

MALAWI—Country gains membership in International Monetary Fund (IMF), World Bank, International Development Association (IDA), International Finance Corporation (IFC). Quota in IMF, $11.2 million; capital share in World Bank, $15 million; subscription to IDA and IFC, $83,000 and $730,000 respectively.

NETHERLANDS—Merger planned by starch manufacturers Koninklijke Scholton Foxhol N.V. of Groningen, and Honig N.V. of Koog aan de Zaan. New firm, Scholten-Honig N.V. will be largest starch producer outside U.S., with subsidiaries in several countries and estimated total sales exceeding $82 million annually.

Total January-May imports came to $2,937 million, 1% over like period 1964.

PAKISTAN—Government authorizes import of television sets under bonus voucher scheme. Market for sets should expand when Karachi station, scheduled for operation this year, joins presently operating stations at Lahore and Dacca.

RHODESIA—Recently organized German Company (Rho-German Graphite, Pvt.) expected to engage in exploitation of crystalline graphite ore (flake graphite) of between 30% and 40% carbon content.

SPAIN—First Dodge Darts to be produced here by Barreiros have now come off production line. According to Chrysler official, production this year will total about 1,200 Darts. Volume production will begin in 1966 with some 21,000 units scheduled. Price to public stated to be $4,000. Introduction of Dodge Dart to Spanish market, originally scheduled for last year, had been delayed because of difficulties in meeting Spanish "nationalization" standards requiring that cars produced during first year average 80% Spanish content.

SWEDEN—First commercial nuclear power station, with planned capacity of 400,000 kw, scheduled to start operations in 1970. Plant will utilize light water reactor similar to types used in U.S., fueled by imported Uranium 235. $92 million project financed by Swedish consortium of municipalities and private firms. Output costs expected to be lower than in present oil-fueled plants.

TURKEY—Closely following pattern for first half of year, country allocates total of $222.7 million for global imports, of which 44% is for raw materials, 44% for investment goods, 12% for consumer goods. Several items exchanged between quota and liberalized lists, most important being transfer of lacquered tin coated sheets from liberalized to quota list with overall allocation of $100,000. Number of items for which Agency for International Development financing is available slightly reduced.

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the cover

India, which keeps on expanding its industrial sector, is looking more and more to the United States for what she needs. But many Indian businessmen who have a choice between European and American goods will buy the former because they regard U.S. products as too expensive. This need not be the case, argues the U.S. commercial counselor at the Embassy in New Delhi. The U.S. businessman can turn the tide by picking capable and vigorous agents. See page 13 for a report on this market.

International Commerce

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August 9, 1965 — Volume 71, Number 32

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Worldwide import rules summarized for exporters

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U.S. firms to get first-hand view of a top market

BECKER

By STANLEY LICHTENSTEIN
Staff Writer

Since the end of July Ed Becker has been back in the United States on what is euphemistically termed "home leave."

For this seasoned international trade specialist—whose formal Foreign Service description is "Edmund F. Becker, Chief Commercial Officer, American Consulate General, Frankfurt"—the summertime leave will smack lightly of vacation and heavily of continued evangelization for the export program of the United States. In Minneapolis, Chicago, Boston, New York and Philadelphia he will hold businessmen's consultations at U.S. Department of Commerce Field Offices (see inside back cover of this issue for dates).

Becker says jokingly that he is "learning to be an American again," but he also indicates that during the seven years he has been stationed in Bonn and Frankfurt the German economic tempo has reminded him very much of home. As he describes it, a sort of chicken-in-every-pot or two-cars-in-every-garage ambition is driving the Germans to new heights of prosperity.

Changing tastes

It doesn't pay for American exporters to have preconceived notions about what will sell, Becker declares. According to his observations, the old stereotype of the conservative, habit-bound German consumer has less and less validity today. In men's apparel, he illustrates, the traditional insistence on suits of a heavy material has been giving way to acceptance of lighter and more comfortable suits like those popular in America. German women, more traveled than in the past, lean now to styles of jewelry which would not have interested them in earlier decades. Even food habits are changing, with fruits and proteins more prominent than they were in the traditionally "heavy" cuisine.

Becker cites other surprises in the German market—the demand for U.S.-made Instamatic and Polaroid cameras as well as photographic accessories in a country which has always been pre-eminent in the photographic field; the good market for U.S.-made toasters; the ability of U.S. manufacturers to compete on a price basis in many areas and on a quality basis in others.

Factors

Such phenomena, the Frankfurt consul points out, are less surprising when stereotyped thinking is abandoned and actual conditions considered. Higher wages in America do not necessarily mean that goods from America are higher-priced, since productivity is higher and per-unit labor costs are lower in America, Becker observes. He adds that Germany's severe labor shortage, with "600,000 jobs going begging," creates markets for American labor-saving machinery in German industry. The German consumer, too, has a heightened interest in simple and easily maintained tools or equipment for do-it-yourself operations calculated to avoid waiting two or three weeks for plumbing, painting and repair services.

Comforts, problems

As Becker sees the picture, Germany increasingly is enjoying the comforts and experiencing the problems of urbanization and industrialization in ways that make her uniquely a U.S. customer, while "not enough American industries are taking advantage of this really wonderful opportunity to explore the German market."

For the past several years Becker, serving in a dual role in Frankfurt as chief commercial officer of the Consulate General and director of the U.S. Trade Center there, has seen evidences of awakening interest on the part of American firms in the German market. He is convinced much more can be done. For $250 a U.S. company can acquire space at a trade show in the Center and provide itself with a ready-made, cheap method of doing market research and contacting potential customers in favorable surroundings, Becker says. Citing firms which have done this with gratifying results at the industrial safety equipment show, the teaching and training aids show, and many others, he intimates that so far the surface has just been scratched.

Familiar headaches

Industrial Germany's headaches are like America's and they offer opportunity to America—that is Becker's thesis, and he is here now to discuss details.

Frankfurt, he notes, has plans for a subway system but is "way behind" in executing them. Dortmund's air, he says, is "almost as dirty as Pittsburgh's was." The country is beset by problems of inadequate and clogged roads, narrow streets, traffic jams, air and water pollution, industrial and traffic accidents, sewage disposal, inflationary pressures, insufficient productivity, and a host of others with which America has been grappling for many years.

Receptivity

The United States has much in the way of know-how and technology to contribute towards Germany's solution of

these problems, Becker suggests, and the receptivity to needed capital goods, materials and services is all the greater because Germany, exporting 19% of her gross national product and heavily dependent on exports for her viability, must herself be competitive on the world scene. U.S. industry, according to Becker, should sell more than equipment in Germany—it should sell *systems*, such as that involved in industrial cleaning and maintenance, a currently live and opportune field. With the kind of ingenuity shown by U.S. exporters during the "poultry war"—when emphasis shifted to sales in Germany of poultry-raising equipment rather than poultry itself—many promising paths can be followed, our man in Frankfurt insists.

So, Ed Becker, with a background of 30 years in international trade promotion—including 10 years directing the Commerce Department's Commercial Intelligence Division, and other years in the Office of Trade Promotion and the Office of Commercial Services—is in the United States on home leave from Frankfurt, spreading this economic gospel. He will have more to report, at the end of his less than leisurely sojourn, in a few weeks.

Blackie to keynote NFTC's 52d annual convention in fall

Caterpillar Co. president also serves on convention committee

The keynote address at the 52d National Foreign Trade Convention will be delivered by William Blackie, president of the Caterpillar Tractor Co., Peoria, Ill.

Announcing Blackie's selection both as national convention committee chairman and keynote speaker, Robert M. Norris, National Foreign Trade Council (NFTC) president, released other early details of plans for the Nov. 15-17, 1965, convention in New York City's Waldorf-Astoria Hotel. The theme will be "Expanding Trade and Investment in an Interdependent World."

Regional leadership

Serving with Blackie on the national convention committee as regional vice chairmen are: Harvey Cash, executive vice president, Texaco, Inc., New York;

BLACKIE

J. S. Fluor, board chairman, Fluor Corp., Ltd., Los Angeles; Robert S. Oelman, chairman, National Cash Register Co., Dayton; J. Warren Olmsted, senior vice president, First National Bank of Boston; Charles H. Sommer, president, Monsanto Co., St. Louis, and Solon B. Turman, chairman, Lykes Bros. Steamship Co., Inc., New Orleans.

The NFTC Declaration Committee, which will draft and submit to the convention policy recommendations on U.S. international trade and investment, is headed by Robert J. Dixson, vice chairman, Johnson & Johnson International, New Brunswick, N.J.

Topics

Among principal convention concerns will be interrelationships of foreign trade and overseas investment, protection of overseas property rights, global balance of payments considerations, monetary and fiscal policies, international tax questions, trade policy and future approaches to tariff and trade negotiations, international financing and movement of capital, education for international business, and business-government relations at home and abroad.

Quarterly Index available

Looking for a recent story in INTERNATIONAL COMMERCE about economic conditions in Costa Rica, Germany, Hong Kong or India?

The Quarterly Index, a listing of major articles relating to international trade, may help you. The index, free of charge, covers April, May and June and includes stories on more than 75 countries.

Write: Sales and Distribution, Room 2119, Department of Commerce, Washington, D.C. 20230.

International Trade Winds

CHEMICALS—Major new production facilities were opened recently at Terneuzen, the Netherlands, by Dow Chemical International of Midland, Mich. Terneuzen facilities are designed to produce industrial chemicals, specialty chemicals, building insulation materials and plastic molding materials. Dow operates additional production facilities in Rotterdam and Amsterdam.

MICROFILM—Permafilm Australia Pty., Ltd., has issued the seventh Perma Film Protection—Perma New Rejuvenation Franchise in Australia to K. G. Film Services, Ltd., of Willoughby, N.S.W., Australia.

OIL—The last well in an American International Oil Co. development program for the Darius field—the company's first major oil field in the Persian Gulf—has been completed, bringing the field's current production potential to more than 100,000 barrels a day. Oil is now moving to an American Oil Co. refinery in the United States, to Amoco Italia's refinery in Italy, and to third parties. Three other successful wells—making seven in all—were completed earlier in the year in the Cyrus field, American International's second Persian Gulf discovery.

TOURISM—West Africa's scenic coast is expected to draw more tourists in 1968, target date for completion of a 200-room Dakar Intercontinental Hotel under an Establishment Convention between the Government of Senegal and Intercontinental Hotels Corp. Swimming pools, air conditioning, conference rooms, banquet facilities and a rooftop restaurant-lounge overlooking historic Goree Island and the City of Dakar will be among the features of the modern edifice on Cape Manuel. Architecture will be by William Tabler & Associates, New York, and Cheneau and Verola, Dakar.

STEAM GENERATION—The Republic of Korea has purchased 10 large steam generators, for use in railroad trains, from the Clayton Manufacturing Co. of El Monte, Calif. Four executives of Korean National Railways attended a 3-week course in steam generation at the company's California headquarters. Other Clayton generators for train heating and housekeeping have been sold in quantity to Greece and Spain.

SUMMARY FOR EXPORTERS

Worldwide import rules

Some changes reported in import-license, exchange-permit regulations this year

Prepared in the
Office of International Regional Economics

Import-license and exchange-permit requirements—as of July 1, 1965—of more than 120 foreign Governments are summarized below.

Countries are listed alphabetically under five regional groupings.

Many Governments, which require import licenses for commercial shipments permit unlicensed imports of commercial samples and advertising matter of no commercial value. Some place a value limitation on such imports.

Other general exceptions apply to gift packages—with limitations as to contents and/or value in some instances—and to goods imported in replacement of damaged or unsatisfactory articles previously imported, reimported articles previously exported for repairs, and goods imported by or on behalf of the central or a state government or one of its agencies.

Countries which do not require import licenses for commercial imports, however, control imports of firearms, ammunition, explosives, narcotics, and anything considered detrimental to the health, safety or general welfare of the country.

More detailed information on licensing and exchange-control regulations of individual countries is published in the *Overseas Business Reports* series entitled, "Foreign Trade Regulations of (country)," or may be obtained from Commerce Department Field Offices and from the Office of International Regional Economics, Bureau of International Commerce, Washington, D.C.

The summary which follows updates the one published in INTERNATIONAL COMMERCE, Jan. 25, 1965, pages 6-10.

AFRICA

ALGERIA—Import license required for only certain products which are subject to import quotas. Licenses valid for 3 to 6 months and cannot be renewed or extended. Exchange permit not required.

BURUNDI and RWANDA—Import license necessary. Valid for 6 months from first of month following date license is stamped with exchange visa. Licenses for goods considered essential to each country's economy carry right to foreign exchange. Licenses granted for other goods do not include official allocation of exchange.

CAMEROON and EQUATORIAL CUSTOMS UNION —Central African Republic, Chad, Congo (Brazzaville), Gabon—Import license required. Exchange Office visa necessary on license, issuance of which assures release of foreign exchange. Licenses, valid for 6 months from date of issuance of exchange visa, renewable for two periods of 3 months each for non-capital goods and for three periods of 6 months each for capital goods.

CONGO (Leopoldville)—Import license required; usually issued on 4-month basis, with extensions permitted. Foreign exchange is controlled, but issuance of import license normally guarantees release of foreign exchange. In addition, it is possible for firms paying for goods with own foreign exchange to obtain licenses, provided goods are not for resale.

DAHOMEY—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

ETHIOPIA—Import license not required, but exchange license must be obtained from the National Bank of Ethiopia before payment can be authorized.

FRENCH SOMALILAND—No import license necessary except for certain drugs. Exchange permit not required.

GAMBIA—Most goods imported under Open General License; a few excepted items require a specific license. Licenses usually valid for 1 year. Exchange authorization required, but license usually carries right to foreign exchange.

GHANA—Specific import licenses required for most goods except for a few items of an educational or scientific nature and other miscellaneous commodities which may be imported under Open General License. Licenses, normally valid for 6 months or 1 year, usually carry right to foreign exchange. Due to severe balance-of-payments problems, Ghana is presently issuing licenses for only the most essential commodities.

IVORY COAST—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for certain nonquota items. Most imports from United States subject to global quota which is gradually being liberalized. Licenses issued for specific types of commodities and valid for 6 months; can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of certificate or license usually carries right to foreign exchange.

KENYA—Commodities imported under Open General License or a specific import license, valid from date of issue until end of calendar year. Exchange permit issued by an authorized bank is required, but granting of license usually guarantees release of foreign exchange.

LIBERIA—Import license necessary for only a few items. Exchange permit not required.

LIBYA—Most items imported under Open General License but some require a specific license. For goods originating in United States, licenses are valid for 6 months and may be extended for 3 months. Longer periods of validity may be granted for imports of industrial or agricultural machinery. Foreign exchange automatically allocated for licensed imports.

MALAGASY REPUBLIC—Import licenses, based on a global quota, required for goods from United States. Licenses are valid for 6 months and usually are issued in March and September. Two successive extensions of 3 months each may be granted. License assures release of necessary foreign exchange.

MALAWI—Import license required. Goods admitted with either an Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

MALI—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 6 months each for capital goods. Exchange authorization required. Issuance of license does not guarantee release of foreign exchange.

MAURITANIA, NIGER, and SENEGAL—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota

merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

MAURITIUS—Imports subject to either Open General License or a specific license. Licenses usually valid for 1 year. Exchange authorization required but license usually carries right to foreign exchange.

MOROCCO—Import license required for all U.S. goods. Licensing preference given to those goods necessary for economic development and maintenance of normal economic activity. A 25% deposit, based on f.o.b. value of goods, must be made at time import license is requested. Licenses, valid for 6 months, usually carry right to foreign exchange. To conserve scarce foreign exchange, Morocco has issued a list of permitted imports. All goods not on list are prohibited entry at this time.

NIGERIA—Most imports admitted under Open General License but some require a specific license. Licenses issued on 12-month basis. Exchange authorization required, but issuance of license usually guarantees release of foreign exchange.

PORTUGUESE OVERSEAS PROVINCES, including ANGOLA, MOZAMBIQUE, and PORTUGUESE GUINEA—Imports from United States subject to licensing and prior registration with Foreign Commerce Board. Licenses granted only for items deemed essential and not available from Portugal or any of its overseas provinces. Licenses usually valid for 90 days and may be extended if application stating reasons for extension is filed before expiration date. Exchange permit required, but license normally assures release of necessary foreign exchange.

RHODESIA—Most goods admitted under Open General License with ceratin commodities requiring a specific license. Licenses, usually valid for 6 months, carry right to foreign exchange.

SIERRA LEONE—Most items admitted under Open General License, but certain commodities subject to a specific license. Licenses usually valid for 1 year. Exchange permit required, but normally readily granted for legitimate trading transactions.

SOMALI REPUBLIC—Import license required. Goods admitted under Open General License or a specific license, usually valid for 4 months. Exchange authorization required, but import license normally carries right to foreign exchange.

SOUTH AFRICA, REPUBLIC OF, including SOUTH WEST AFRICA, and the British High Commission Territories of BASUTOLAND, BECHUANALAND, and SWAZILAND—Import licenses necessary except for commodities on Free List or goods of minor value (for example, samples, gifts under 1 rand—US $1.40—in value) on Exempted List. Most capital goods, industrial raw materials, maintenance spares, consumable stores, and certain consumer goods licensed freely on basis of "reasonable requirements," provided these commodities are not available in South Africa. Issuance of import licenses for vehicles, assembled or unassembled, strictly controlled. Consumer goods not licensed under "reasonable requirements" are subject to quotas. Licenses issued during any calendar year are valid for shipment up to March 30 of following year. Once license has been issued, acquisition of foreign exchange from an authorized bank is assured.

SUDAN—Goods considered essential for economic development or consumption and other miscellaneous items can be imported under Open General License. Goods which compete with locally produced commodities or are considered luxuries admitted only under a specific import license. Automobiles with a c.i.f. value exceeding 500 Sudanese pounds (1 Sudanese pound=US 2.87) are not licensed, except with special permission. Licenses, valid for 3 months, may be extended if justifiable reasons are given at least 3 weeks before expiration date. Exchange authorization required, but license usually assures release of necessary foreign exchange.

TANZANIA—Commodities imported under Open General License or a specific import license, normally valid for 6 months. Issuance of license usually assures release of necessary foreign exchange.

TOGO—Import license required. Valid for 6 months, but can be renewed twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization necessary, but import license usually carries right to foreign exchange. Licensing procedures do not favor franc zone goods.

TUNISIA—Import license required. For importation of certain capital goods and raw materials considered essential there are no quantitative restrictions, and issuance of license is usually assured. Such items are known as liberalized goods. Nonliberalized commodities, subject to quotas or a special import program, are more strictly licensed. Many nonessential items require advance deposits ranging from 25 to 100% before license is issued. Licenses usually valid for 6 months. Exchange authorization required, but issuance of license usually assures release of necessary foreign exchange.

UGANDA—Most commodities imported under Open General License but some goods require a specific import license. Licenses valid for 6 months. Banks are authorized to make payment for imports in any currency on production of proof by importer in Uganda as to value of goods and that they have been or will be imported.

UPPER VOLTA—Imports subject to authorization consisting either of import licenses for goods subject to quotas or import certificates for nonquota merchandise. Most imports from United States subject to licensing under a global quota system. Licenses issued for specific types of commodities, and usually only for those not available within the franc zone. Licenses valid for 6 months and renewable twice for periods of 3 months each for consumer goods and three times for periods of 6 months each for capital goods. Exchange authorization required, but issuance of license usually carries right to foreign exchange.

ZAMBIA—Import license required. Goods are admitted with either Open General License or a specific license, usually valid for 6 months. License carries right to foreign exchange.

Burundi's industrial property laws available

The Bureau of International Commerce has received unofficial translations of Burundi's laws pertaining to patents, trademarks and industrial models and designs. They are available on loan to interested U.S. businessmen.

The laws were passed Aug. 20, 1964 soon after Burundi became independent, and they differ very little from the old laws applicable to Ruanda—Urundi. Industrial property-right protection obtained under the previous laws is still valid in Burundi.

For English translations of the Burundi laws on a 15-day loan basis, write: FBP/OCFP, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

EUROPE

AUSTRIA—Import licenses required for majority of goods. Those for liberalized items (practically all nonagricultural and certain agricultural products) automatically granted at time goods cross border. Licenses normally valid for 6 months; may be extended for justifiable reasons. No separate exchange permit required.

BELGIUM—No import license necessary, except for a small number of products. Licenses usually granted freely, where required, and are valid for 4 months. No separate exchange permit required.

BULGARIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

CZECHOSLOVAKIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

DENMARK—Import license required only for limited list of nonliberalized products. License usually issued for 12-month period. No separate exchange permit required.

FINLAND—Import license required only for a limited list of nonliberalized products. License usually valid for 6 months. No separate exchange permit required.

FRANCE—No import license necessary, except for limited number of mainly agricultural products. Licenses generally valid for 6 months. No exchange permit required.

GERMANY, FEDERAL REPUBLIC OF, including WEST BERLIN—No import license necessary except for certain agricultural products; a few nonagricultural items also require licenses but these are freely granted. Licenses normally valid for 6 months. No. separate exchange permit required.

GERMANY, SOVIET ZONE, including Soviet sector of Berlin—Import license necessary; Government agencies responsible for securing own permit. Exchange permit required, but import license automatically provides for allocating necessary foreign exchange.

GREECE—No import license necessary except for specified items, including rice, motor vehicles, automotive chassis and bodies, used clothing, textiles, machinery and spare parts, precious metals and articles thereof. No exchange permit required; but applications for foreign exchange must be registered with authorities. Bank of Greece approval required for goods imported under AID authorization.

HUNGARY—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

ICELAND—Import license not necessary for items on free list and limited number of staples. For all other items import license required; usually valid for 6 months. Exchange permit required, except for special conditional free list imports.

IRELAND—Import licenses required only for a few products. License normally valid for maximum of 6 months. Exchange permit not required, except for importations from United States exceeding £2,000 ($5,600) for each transaction.

ITALY—Import licenses required only for a limited number of items. Licenses generally valid for 6 months. No exchange permit required.

LUXEMBOURG—Import licenses required only for a small number of products. Licenses, usually granted freely, are valid for 4 months. No separate exchange permit required.

MALTA—Import licenses required for relatively few items. Licenses usually valid for 8 months.

NETHERLANDS—No import license necessary, except for a small number of products. Licenses, usually granted readily, are valid for 4 months, with possibility of extension for valid reasons. No separate exchange permit required.

NORWAY—Import license required only for a limited list of nonliberalized products. Validity period license usually indicated on license. No separate exchange permit required.

POLAND—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

PORTUGAL, including the AZORES and MADEIRA—Import licenses necessary but are granted automatically for most products. Valid for 6 months and can be extended for 6 months or even longer where justified. Exchange permit required.

RUMANIA—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for allocation of necessary foreign exchange.

SPAIN, including CANARY ISLANDS—Import license and exchange permit not necessary except for nonliberalized products. License generally valid for 3 months.

SWEDEN—Import license required only for automobiles and certain agricultural products. Licenses for automobiles are granted freely. No separate exchange permit required. Validity period usually indicated on license.

SWITZERLAND—No import license necessary except for a few agricultural products. No exchange permit required. Licenses generally valid for 3 months.

UNION OF SOVIET SOCIALIST REPUBLICS—Import license necessary; importing Government agencies are responsible for securing own permit. Exchange permit required, but import license automatically provides for necessary foreign exchange.

UNITED KINGDOM—Import licenses not required except for a limited number of products, for example: grapefruit, grapefruit juice, orange juice (except unpasteurized frozen concentrate), fresh apples and pears, certain airplanes, and cigars. Licenses usually valid for 1 year. Exchange permits, required only for import transactions value over £2,000 ($5,600), routinely issued.

YUGOSLAVIA—Import license not necessary but only licensed import firms are permitted to carry on import operations. Exchange permit not required but Government maintains strict control over foreign exchange allocations.

U.S. MACHINERY finds a good market in Spain. For most such equipment, no import license necessary.

FAR EAST, OCEANIA

AUSTRALIA—Import licenses not necessary except for 2 items: aluminum products and second hand or used excavating and construction machinery and equipment. Licenses valid for 1 year. Exchange permit not required.

CAMBODIA—SONEXIM, State trading agency, imports on basis of a simple import declaration countersigned by Cambodian Bank of Commerce. Agency carries out all import operations in conformity with a National Import Plan established by Government for each calendar year. Bank of Commerce releases foreign currency and maintains strict control over nonessential imports. There is a special high exchange rate for luxury imports. Trade associations, private firms, Government agencies must submit request for imports to SONEXIM.

HONG KONG—Import license necessary only for dutiable, strategic, or short-supply goods; relatively few items affected. Exchange permit not required for transactions financed at free market rate but required for a limited number of imports financed at official rate of exchange.

INDONESIA—Combined import/exchange license necessary except for imports of essential goods, raw materials, and equipment made with automatic foreign ex-

change allocations called SPP's (20% of f.o.b. export proceeds) which exporters and producer/exporters are allowed to use themselves or sell through Bank Indonesia; imports by national producers and producer/exporters of equipment, spare parts, and raw materials for their own use, made with additional foreign exchange allocations called A.D.'s (5% of f.o.b. export proceeds); and imports financed with privately held foreign exchange abroad.

JAPAN—Import license necessary but readily available for majority of items. Certain items require import quota allocation certificate from Ministry of International Trade and Industry prior to issuance of import license by foreign exchange banks. For other items, only import licenses required—automatically granted by banks. License, valid for 6 months, carries right to foreign exchange. Importers also required to make advance deposit for many categories of products.

KOREA, Republic of—Import licenses necessary for about 100 restricted items and items not specifically designated. More than 600 items prohibited importation. Some 1,323 other items, importable on an "automatic approval" basis, do not require specific licenses. Importers, after receiving licenses, may purchase on open market foreign exchange certificates issued by foreign exchange banks which entitle holder to purchase foreign exchange. Exchange certificates required for all foreign exchange expenditures except invisible transactions of less than $50. Certificates are issued against almost all Korean exchange earnings from private sources and Supporting Assistance (SA) funds from the U.S. Agency for International Development. Certificates are not issued, however, against surrender of exchange receipts by UN/US Forces, foreign tourists, or under Public Law 480 arrangements. Import licenses valid for 6 months except from Japan in which case validity period is 4 months.

LAOS—Both import license and exchange permit required.

MALAYSIA—Specific import license not required except for a few items not importable under Open General License for reasons of health, safety, or morals. Singapore also requires licenses for a limited number of items to protect domestic industries. Exchange permits not required. Temporary quotas imposed to prevent stockpiling of items which will become dutiable under new common market tariff schedule.

NEW ZEALAND—Import license necessary except for a few items such as sugar, sulfur, unmanufactured tobacco, and most petroleum products. Exchange permit not required. Import licenses usually issued on a licensing year basis and, unless cancelled, are available for importation of the specified goods at any time during year. Licenses cease to be valid after end of year, but can be extended. Extensions granted only for special reasons such as shipping strikes or other emergencies.

PHILIPPINES—Generally, no import license is needed except for those items whose importation is regulated or prohibited to protect domestic industry, assure national safety and public morals. No exchange licenses required although most imports must be covered by letters of credit accompanied by advance or time deposit of up to 100% of value of the import. Deposit retained by the bank for at least 120 days.

PETROLEUM REFINING in Australia offers potential for sale of U.S. machinery, equipment. For most imports, no license is required. The exceptions are aluminum products, used construction machinery.

TAIWAN—Import license necessary. Exchange permit required but generally automatic with issuance of import license. Import permits, valid for 6 months for U.S. goods, may be renewed for 6 months if necessary. Import permits for goods from Japan and Hong Kong valid for 3 months.

THAILAND—Import licenses required for 79 items; others may be freely imported without license. Validity periods for licenses based on 3 geographic designations, with 6-month period applicable to licenses for imports from Western Hemisphere, Europe, and Australasia.

VIET-NAM, SOUTH—Import license necessary. Exchange permit required but import license carries right to foreign exchange. Import license valid for 2 months from date it is visaed by National Exchange Office for imports from Asian sources and for 3 months for imports from American, European, African, and Australian sources.

NEAR EAST—SOUTH ASIA

ADEN—Neither import nor exchange permit required.

AFGHANISTAN—Import license not required for most imports, but declaration or customs permit must be obtained from Afghan border officials or from trade agents abroad. Exchange permit not required, but permission to remit foreign exchange to exporters abroad must be obtained from Da Afghanistan Bank.

BAHREIN—Neither import license nor exchange permit required.

BURMA—Foreign trade is nationalized. All importing is by Government agencies, mostly through open tenders, although some purchases are by direct negotiation. Foreign exchange allocations not announced publicly. Foreign exchange drawn automatically for authorized imports.

CEYLON—Import license required for all commercial shipments other than those on Government account. Imports subject to quota allocation, and some reserved to public sector. Granting of foreign exchange is not automatic and requires separate and specific approval. Licenses usually valid for 6 months, but may be extended according to merits of individual case.

CYPRUS—Import license required for any imports not included under Open General License. Exchange permit granted automatically for authorized imports.

INDIA—Import license required for all goods except Government imports. Licenses usually valid for 1 year, with a condition that remittance for goods will not exceed 50% of value of the license during first 6 months of validity period. Capital goods licenses may be valid up to 18 months. Exchange permit issued automatically for authorized imports.

IRAN—Import licenses not required. Some commodities—including medicines, pesticides, tobacco, explosives and firearms—however, require Government approval. Additionally, many commodities are "unauthorized" for import. All but essential imports must be financed through letters of credit, approved by Central Bank. Approval is contingent upon importer's placing prior deposit of 15, 40, or 100% (graduated on basis of essentiality) of value of shipment. Letters of credit may be opened only through authorized banks, and commercial imports are restricted to holders of a "trade card" issued by Tehran Chamber of Commerce.

IRAQ—Import license, issued by Central Government, and exchange permit, obtained through Central Bank or an authorized dealer, required for all commercial imports. Importation of certain commodities, including drugs, pharmaceuticals, non-industrial chemicals, surgical equipment, motor cars and spare parts, tires, tubes, baby foods, milk, tea, and sugar is a Government monopoly, and must be channeled through designated Government trade agencies. Validity periods of licenses vary from 6 to 12 months, according to commodities involved.

ISRAEL—About half of imported items do not require licenses. An exchange permit is granted automatically for authorized imports. Licenses normally valid for 6 months.

JORDAN—Import license and exchange permit required for all commercial imports. Licenses normally valid for 6 months but may be extended.

KUWAIT—Commercial imports restricted to holders of Open General License—that is, Kuwaiti nationals and firms only. Specific licenses required for firearms, munitions, pork, poisons, and alcoholic beverages. No exchange permit required.

LEBANON—Import license required only for certain commodities which are locally produced. No exchange permit required for any imports.

MUSCAT and OMAN—Neither import license nor exchange permit required.

NEPAL—Import license required for all except Government imports. Exchange permit issued automatically for authorized imports.

PAKISTAN—Import licenses required for all except Government imports, certain Free List items, and goods imported under export bonus plan. Licenses generally valid for 6 months. For capital goods and machinery, license is valid for 12 months. Extension up to 24 months may be granted. Exchange permits issued automatically for authorized imports.

QATAR—Neither import license nor exchange permit required.

SAUDI ARABIA—Neither import license nor exchange permit required.

SYRIA—Import license and exchange permit are required for most commercial imports. A number of imports are prohibited, or restricted. Additionally, some 54 commodities including tires, tubes, tractors, motor vehicles, tobacco and pharmaceuticals are reserved to State's import company, SIMEX.

Private sector import licenses for most commodities contingent upon prepayment of advance deposits of 15, 40 or 70%, graduated on basis of essentiality. Licenses valid for 6 months and under certain conditions may be extended for an additional 3. Foreign exchange may be withheld, or allocated on basis of essentiality, as Syria's foreign exchange position requires.

TRUCIAL STATES—Neither import license nor exchange permit required.

TURKEY—License and prior deposit are required for all imports. Licenses valid for 6 months or such extended time as may be granted.

UNITED ARAB REPUBLIC—Import permit issued by National Organization of Commerce and approved by Plan Committee required for all commercial shipments. Committee gives approval only if proposed import is included in official import program and if foreign exchange is available. Imports channeled through selected Government-owned trading companies, public industrial companies, or Government agencies.

YEMEN—Neither import license nor exchange permit required.

U.S. INVESTMENT MISSION to India last spring talked with 1,000 business, Government representatives—many during interviews such as this by member Howard Philipp (r.). Capital equipment high on list of imports sought from U.S., Mission reported. Such essentials licensable if foreign exchange is available.

WESTERN HEMISPHERE

ARGENTINA—Import license, exchange permit not required; but luxury and nonessential imports are either prohibited or subject to prior deposit of 75% for 180 days. Payments for capital goods imports must conform to extended financing terms established by Central Bank.

BOLIVIA—Import permits required for number of food products (valid for 180 days), chemical products, machinery, and other miscellaneous products. Readily granted for U.S. goods. No exchange controls.

BRAZIL—Import license not required except for luxury goods or other commodities considered nonessential to the economy, and items imported without exchange cover. Licenses valid for period stipulated therein, usually 180 days. However, prior deposit and certificate of exchange cover required for most commercial imports. Exchange permit not required. Foreign exchange for imports purchased in free market at rates fixed from time to time by Bank of Brazil. Certificates obtained at auction give right to purchase exchange for nonessentials and right to an import license.

BRITISH COLONIES, n.e.s.—Import license periodically required for vegetables and flower imports into Bermuda. All imports into Bahamas must have import license as a formality. Barbados, Leeward Islands, Windward Islands, British Honduras, British Guiana, and minor Colonies, Protectorates and Trusteeship Territories do not require import license except on limited list of items as gold bullion, fireworks and explosives, arms and ammunition, fats and oils, soaps, sugar, rice, eggs, footwear, preserves, and citrus products. Foreign exchange generally available.

CANADA—Import license necessary only for butter; butter fat; cheddar cheese; dried skim milk; wheat, oats, and barley and certain processed products of these grains; natural gas; radioactive and fissionable materials, isotopes, and equipment for production, use, or application of atomic energy. Import of alcoholic beverages requires Provincial licenses. Used automobiles manufactured before year in which importation is sought, used aircraft, oleomargarine, and butter substitutes and spreads cannot be imported. Licenses valid for 1 to 6 months depending on the product. No exchange permit required.

CHILE—Import registration receipt required, and goods not appearing on list of permitted imports are prohibited. A number of such prohibited goods are allowed entry into free port of Arica and Provinces of Magallanes, Aysen, and Chiloe. Most goods subject to prior deposit at time of registration in local currency which is often equal to the amount of surcharge, returnable after 90 days on most goods. Permitted imports are subject to ordinary duties, additional tax, and surcharge. Surcharge alone ranges up to 350% of c.i.f. value. Exchange for imports available at official bankers' rate. Futures available for specified goods. Exchange cover not legally available for at least 120 days after date of bill of lading. Exchange permit not required.

COLOMBIA—All imports require a prior license, imposed as temporary measure designed to alleviate adverse balance of

HAY BALERS by New Holland Machine Co. being unloaded in Mexico. License is required to import hay balers, but some machinery is free from this control.

payments. In addition, all imports require prior registration at Banco Central, which authorizes amount of exchange specified on registration certificate. Validity period of registration certificates, 5 months unless otherwise stated. Prior deposit, ranging from 1% to 500% of f.o.b. value, required on most imports; is prerequisite for applying for import registration.

Importers also are required to make a peso deposit with Banco de la Republica equivalent to 95% of value of exchange permit 20 days prior to date of applying therefor. At end of waiting period, importer pays additional 5% and is entitled to participate in weekly foreign exchange auctions by Banco de la Republica.

COSTA RICA—A general system of import licensing and exchange controls does not exist in Costa Rica. However, prior registration necessary for importation of most pharmaceutical products and prior approval (subject to presentation of a sanitary certificate) necessary for import of foodstuffs, live animals, plants, seeds.

ECUADOR—Import license required. Prior deposit ranging from 15 to 80% of c.i.f. value required on most imports and is prerequisite for obtaining license. Licenses valid for 120 days, may be extended in special cases. No exchange permit required. Approved license carries right to foreign exchange.

EL SALVADOR—Prior approval of Exchange Control Department of Central Bank necessary before placing orders abroad for any kind of goods. These import licenses, for exchange control purposes, granted freely. Exchange for importation of raw materials or goods for use in agriculture, livestock, or industrial production (including construction) will be authorized within 360 days from date of shipment; for other merchandise, 120 days (non-extendable).

GUATEMALA—Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required but granted freely.

HAITI—Government has blanket authority to fix import quotas, but authority has not been officially invoked. Import licenses required for shoe polish, rice, and cotton cloth and its manufactures. Government tobacco monopoly also controls imports of tobacco, matches, soap, detergents, edible oils, cements, sugar, and some other products. Exchange permits not required.

HONDURAS—Import licenses not required, except for pharmaceuticals, arms and ammunition, and the like. Exchange permit not required.

JAMAICA—Import license not required except on some items in commodity categories such as clothing, electrical equipment, fish, poultry, pork, footwear, fats and oils, motor vehicles, plastics, paints, metal furniture and materials, preserves, and light metal manufactures. Foreign exchange automatically issued by commercial banks except for items requiring specific import license on which approval must be obtained from Exchange Control Authority.

MEXICO—Import license valid for 90 working days required for extensive list of articles. Exchange permit not required.

NETHERLANDS ANTILLES—Import licenses valid for 6 months required for all goods except a fairly extensive list of commodities for common consumption. No exchange permit required for commodity imports.

NICARAGUA—Imports subject to prior registration, valid for 6 months. Prior deposit ranging from 40 to 80% of value required, except for essential goods.

PANAMA—Import permits required for salt, milk and milk products, tomatoes and tomato products, flour, eggs, chickens, certain other agricultural products, cotton plush, various medicinal ointments, wire screen and its substitutes, washing powders and detergents, steel rods and bars, and certain other products. No exchange controls.

PARAGUAY—Import license not required. All imports subject to exchange surcharge of 30% of c.i.f. value, in addition to basic duties and additional tax for most items. Many imports are subject to prior deposit of 100% of f.o.b. value, in local currency, returnable after 120 days. Exchange permit not required.

PERU—No exchange restrictions affecting imports, and import licenses not required.

SURINAM—Import licenses, valid for 90 or 180 days, which guarantee access to foreign exchange, required on virtually all items.

TRINIDAD and TOBAGO—Import license not required except on some items in commodity groups such as cereals, feeds, citrus and preserved fruits, animal and vegetable fats and oils, crude and partly refined petroleum, soaps and cleansers, coloring materials, paper products, textile fabrics, metal containers, furniture and clothing. Foreign exchange almost always obtainable, but application must be made to Ministry of Finance for all commercial shipments.

URUGUAY—License not required, but imports must be registered. Most imports subject to surcharges of from 30 to 300% of c.i.f. value, in addition to basic duties and miscellaneous smaller taxes. All goods subject to surcharge of 150% or more must pay prior deposit of 200% of c.i.f. value, returnable after 9 or 12 months, depending on product. Goods with either no surcharge or subject to minimum 30% surcharge are eligible for exchange coverage at official pegged rate. Most others must use "free" rate. Exchange permit not required.

VENEZUELA—Most merchandise may be imported free of licensing restrictions. Licenses are required, however, on most food products and a range of other products which compete with Venezuelan manufactures. Single exchange rate of 4.5 bolivares to $1 applicable to all imports, except wheat and powdered milk, which enjoy effective rate of 3.35 bolivares to $1. Exchange permits not required.

How to sell to the Latins

Specialists from 23 U.S. posts south of the border say three prongs push exports

By CLAUDE COURAND

Director, American Republics Division, OIRE

A three-pronged approach—hard sell, pushing U.S. credit facilities, and expanding investments essential to maintain high level of U.S. exports to Latin America—was the subject of two recent U.S. commercial overseas staff reports at regional conferences held in Mexico City and Buenos Aires.

Washington policy and developments and operational problems in the field, as related to U.S. market and investment potential, were analyzed by commercial and economic specialists representing 23 posts in 20 countries.

Mexico, absorbing over $1 billion of U.S. exports in 1964; the rapidly growing Central American Common Market countries of Guatemala, El Salvador, Nicaragua, Honduras and Costa Rica; Panama and the Caribbean countries of Jamaica, Trinidad-Tobago and Haiti account for almost one-half of U.S. exports to Latin America. Because of the disparity in size and stage of development, this area provides a market for a broad range of U.S. exports from consumer goods to capital goods and industrial supplies.

Six of the 10 countries of South America have long been engaged in expanding industrial production. The best market opportunities in the three largest markets, Venezuela, Brazil and Argentina, are largely restricted to capital goods and industrial supplies according to the Conference experts. Peru, Chile and Colombia have reached an intermediate stage. Uruguay, Ecuador, Bolivia and Paraguay are in an earlier stage of development and still provide a market for consumer goods.

Growth accelerated

Since the initiation of the Alliance for Progress, most of these countries have accelerated their growth, and Mexico ranks third in the world as a market for U.S. industrial goods. Because of favorable prices for its principal export products and intensive cultivation of the market by traditional and new U.S. exporters, stimulated by Department of Commerce regional offices and commercial officers in the field, Latin America absorbed 16% more U.S. exports in 1964 than in 1963, reaching a level of $3.8 billion.

Although the U.S. remains the primary export supplier to the area, its position is being seriously challenged by European nations and Japan. At the conference, commercial and economic officers discussed the importance of the following factors in competing in this market:

- Trade regulations are characteristic of the area but vary from one country to another depending upon whether imposed for a shortage of foreign exchange; efforts to speed industrialization through import substitution, or economic nationalism. They universally favor national over foreign products but only exceptionally discriminate against one country in favor of another.
- Regulations to promote industrialization change the composition of exports and cause difficult problems for exporters, but instead of decreasing they frequently expand imports. By providing investment incentives they actually favor the U.S. position as a dominant supplier of capital equipment. This explains our expanding trade with Mexico despite the rigorous trade regulations.
- Commercial officers are in a preferred position to offer guidance to U.S. exporters by identifying categories in demand and importable under prevailing regulations. It is up to the exporter to aggressively promote those categories and outsell strong European and Japanese competition.
- The most effective manner to secure a modification of suddenly imposed or unduly restrictive regulations is through the exporter's agent. An alert, aggressive agent, working through trade associations or business groups, can accomplish more and obtain quicker action than Embassy intervention. Sensitivities of government officials in some countries are such that the agent prefers that the Embassy not intervene.
- While there are notable exceptions, U.S. exporters as a whole are not as "hungry for business" as those from our principal competitive trading nations.
- The U.S. can compete on even, if not better, terms than the Europeans or the Japanese. But U.S. exporters are either unaware of or are reluctant to offer the liberal credit terms that are part of the selling "package" of exporters from, say, Germany or Japan.
- Except for certain categories, the U.S. exporter can compete in terms of price. Quality and desirability of U.S. products are recognized in some countries. They require a "hard sell" in others, but such efforts are rewarding.
- U.S. exporters realize that because Latin American countries differ markedly from one another, sales efforts must be tailored to the individual country market.
- The Central American Common Market is a significant development and offers unusual opportunities for aggressive trade promotion, as well as ample opportunities for investment. On the other hand, the Latin American Free Trade Association has had no significant impact on U.S. trade or investment.
- Much of the increase in U.S. exports in 1964 was due to expanding U.S. investment in the area. Where regulations are imposed for balance-of-payments reasons, the U.S. exporter is faced with the matter of losing all or a large share of the market or of investing in production facilities in the country. With AID guaranties and partial financing of investment surveys and feasibility studies, this is neither as hazardous nor as expensive as might be thought.
- U.S. affiliates with establishments in the area might consider expanding the lines they are now carrying and adding complementary lines of U.S. products. This would soften the impact of import restrictions applicable to lines they are now carrying and expand their volume.

The officers were in agreement that the substantial AID programs in several of the South American countries were not automatically accompanied by trade "additionality". It was agreed that close working relations between AID industry officers and commercial officers should increase trade and investment opportunities.

The Departments of Commerce and State were represented by a seven-man delegation in Mexico and an eight-man delegation in Buenos Aires, the latter including an AID official. Both meetings were chaired by Alexander B. Trowbridge, Assistant Secretary of Commerce for Domestic and International Business, and co-chaired by Eugene M. Braderman, Deputy Assistant Secretary of Commerce for International Commerce. Seventeen field officers participated in the Mexico City conference, and 18 in the Buenos Aires meeting.

U.S.-MADE JET AIRLINERS await delivery from Boeing Co. in Seattle to customers around the world.

Wider markets, more competition ahead for U.S. aerospace industry, executive says

Lockheed president sees two 'significant developments'—growing number of licensing programs, rising opportunities outside traditional fields

By DANIEL J. HAUGHTON
President, Lockheed Aircraft Corp.

I've been in the aircraft and aerospace business about 29 years and I've seen a number of changes. Some have been spectacular. Others may not have been so widely publicized but they are just as significant.

What about the future?

The industry's traditional markets remain firm and in some areas are increasing. The space effort has been stepped up, and the commercial transport market has been growing rapidly.

Against this background of stability and growth, two developments are particularly significant—changes in the export field and the rise of new opportunities outside the aerospace field.

They dominate

U.S. aircraft products have dominated world markets for decades. Today at least 90% of the airline jets flown in the free world are built in the United States. Aircraft exports, both military and civilian, are $1.2 billion a year. Imports, on the other hand, are almost negligible—$90 million last year.

But now something new has been added—and that is more thrust toward cooperative programs. Many new developments in international aerospace point in this direction.

Since 1963 the U.S. Government has been giving increased support to foreign sales rather than gifts of defense items. This increased support has meant pure export sales in some cases. But more often the exports have been associated with licensing programs, providing for a transfer of technology and a sharing of production.

At the same time, the United States has turned from financial support of foreign research and development to support of cooperative U.S. and foreign research and development. American and German cooperation on the main battle tank concept and the joint study for an advanced vertical-takeoff-landing fighter are good examples.

Costs are high

Meanwhile, European countries are discovering that costs are too high for independent programs and are entering into cooperative programs of their own—France and Germany with the Transall transport, England and France with the Concorde supersonic transport and the Jaguar strike trainer, and a group of European countries, aided by some U.S. funding, with the Atlantic antisubmarine warfare aircraft.

These are only a few of the more prominent examples in the field of aircraft. You can find their parallels in cooperative space programs of the European Space Research Organization and the European Launcher Development Organization. And of course our own National Aeronautics and Space Administration has participated with more than 50 foreign countries in space activities.

Cooperative programs are increasing. Only last May the Secretary of Defense proposed a common market for military hardware. If successful, it will help integrate the total North Atlantic Treaty Organization market, including the U.S., even more closely, and also will permit foreign firms to sell selectively in the American defense market.

The total effect of these developments means, for U.S. manufacturers, more competition, more cooperative programs, and a more flexible approach. Foreign countries may be new competitors for prime contracts and major subcontracts. We must compete with them and at the same time team with them in our markets and theirs.

Where we stand

The character of the foreign market is changing, but our position will depend in the future, as it has depended in the past, upon our technical and managerial achievements. Our worldwide dominance today is based on joint efforts of government and industry in developing superior products that offer foreign nations new options and at lower cost than they could themselves attain.

The second change in our market—a change that may make for a tremendous expansion and lead us into new fields—is just now beginning to take shape. It is the opening of new opportunities for aerospace technology to serve civilian needs.

Our industry is beginning to move into these fields—slowly and on a selective basis. If I may use my own corporation as an example, one division is looking into underseas mining, another proposes to operate a Youth Corps training program, another is getting into the field of metal corrosion.

And we have a wide variety of activities, many of them still in the study phase, in areas like water purification, advanced metallurgy, cargo packaging, maintenance recording, nuclear products, government and hospital information systems.

It is easy enough to dismiss these programs by saying that they are small ones. But we must not forget that the space program was a small one only a few years ago.

Adapted from Mr. Haughton's recent address to the annual meeting of the American Institute of Aeronautics and Astronautics in San Francisco.

Daniel J. Haughton is a native of Dora, Ala., and a graduate of the University of Alabama. He has been associated with Lockheed since 1939, when he went to work for the firm as a systems analyst.

Manufacturers of industrial fasteners invited to show wares at Tokyo Center

Japan's industrial development more sophisticated but most mechanical fastener makers still concentrate on nuts and bolts

U.S. manufacturers of industrial adhesives, advanced industrial fasteners and the equipment to produce and apply them, are invited to exhibit and sell in a show at the Trade Center in Tokyo, Dec. 7-17.

The show, sponsored by the Bureau of International Commerce (BIC), was planned after a survey indicated that Japan is an excellent potential market for advanced fastening devices.

According to the survey, although Japan's industrial development is rapidly becoming more sophisticated, most of the country's 4,000 manufacturers of mechanical fasteners are still concentrating on conventional nuts and bolts. The present Japanese production of advanced fasteners represents only 7.5% of the total output of all types of mechanical fastening devices.

Almost unknown

Most of the products in common use in the United States, the survey discloses, are practically unknown in Japan. Presently, probably less than 10% of the available range of U.S. fasteners is being sold there.

These facts indicate, the survey states, that the growth possibilities in this market are almost limitless. However, future sales will depend to a large extent on determined sales efforts and campaigns to educate the Japanese buyers.

The survey notes that U.S.-made industrial fasteners will not, as a rule, encounter any difficulties in meeting Japanese industry or government standards. Nevertheless, particular attention should be paid to two points. The power supply in Japan is 100 volts, single-phase and 200 volts, three-phase, 50 or 60 cycles. And all measuring is done by the metric system, thus all gauges and measuring devices should be calibrated to the metric scale.

Recently a successful industrial fastener show was held at the Trade Center in Milan, Italy. More than $62,000 worth of goods was sold off the floor, and future sales as a direct result of contacts made at the exhibit are expected to reach more than $1 million. In addition six agents were appointed to sell U.S. products in Italy.

Additional information about trade fairs and trade center shows is available from the Bureau of International Commerce, Office of International Trade Promotion, Department of Commerce, Washington, D.C. 20230.

Write or call: Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, area code 202, WOrth 7-3973, or contact any of the Department's 42 Field Offices.

Two trade fairs set in Netherlands

More than 1,100 firms have indicated a desire to take part in the Autumn Trade Fair Sept. 6-14 in Utrecht. An additional 100 companies will enter the "Inter Decor" furnishing fabrics trade fair, to be held at the same time.

Both will be held on the Croeselaan site of the Royal Netherlands Industries Fair.

"Inter Decor," after an absence of several years, will feature displays of curtain material, wall coverings of textile and plastic, wallpaper, upholstery, hard and soft fiber carpeting, linoleum, floorcloth and other hard floor coverings, decorative cloths for tables, venetian blinds and household textiles.

Utrecht will be the scene of another fair next spring when the biennial International Food and Beverage Exhibition ROKA will take place. Between 500 and 600 firms from 30 countries are expected to participate in the April 25-29, 1966 show.

26 U.S. producers of air conditioners report high sales

Show at Bangkok Trade Center one of the most successful there

Twenty-six American manufacturers of air conditioning and refrigerating equipment sold a record $112,000 worth of merchandise off the floor at a recent Trade Center show in Bangkok.

The air conditioning and refrigerating show, sponsored by the Bureau of International Commerce (BIC), financially was the most successful exhibit held so far at the three-year-old Trade Center.

Of the 26 firms exhibiting their products, six were small businesses. Exhibitors estimate that sales in Thailand during the coming year, as a direct result of contacts made at the show, may well reach as high as $2.9 million.

Some 2,500 visitors viewed the U.S. products during the show's 2-week run. Of these, nearly 400 were from the trade.

The spring exhibit introduced eight new firms and a number of new products to the Thai market. It followed two successful local exhibits of air conditioning and refrigerating equipment, staged by firms already active in Thailand.

This show was one of 49 exhibits planned this year in the six Trade Centers, located in London, Frankfurt, Milan, Stockholm, Tokyo and Bangkok.

Floor sales and later sales resulting from Trade Center shows in 1964 are estimated at $93 million. In addition, 168 agents were appointed to sell American products abroad.

MARITIME EXHIBITION

The 4th International Maritime Exhibition, Europort '65, will be held in Rotterdam No. 9-13. U.S. firms are invited to participate.

The five-day exhibition will be held in four of Rotterdam's "Ahoy Halls," a group of exhibit halls near the center of the city.

Write: Europort Tentoonstellingen N. V., 111 Hoogstraat, Rotterdam, The Netherlands.

Our price is right in India

Indians don't realize that high U.S. prices are a thing of the past for many items

By JAMES S. LANIGAN
Commercial Counselor, U.S. Embassy, New Delhi

The prices of many U.S. products are more competitive than most Indian buyers realize, and U.S. manufacturers should concentrate on getting this message across.

Many Indian businessmen say they do not buy in the United States because they believe machinery and equipment cost 20 to 30% more than similar equipment produced in Europe and Japan.

This may once have been the case, but the growing volume of U.S. direct sales to Europe indicates that many U.S. manufacturers are thoroughly competitive in the world market.

The need to inform Indian businessmen of this situation is a compelling reason for selecting competent, vigorous agents within India.

There is far too little awareness among Indian manufacturers of the quality, versatility and cost of American tools and equipment. This lack of awareness leads many Indian businessmen to continue obtaining equipment from their traditional sources, many of which don't use the latest technology.

Thus, higher procurement costs result in a higher cost of production than is necessary. This failure to modernize is due largely to a lack of awareness of what extensive industrial research and development programs have made available in the United States.

Aggressive activity through good agents should result in increased sales within India, particularly to those Indian industrialists who are becoming export-minded and are seeking ways to reduce production costs. India's long run market potential remains vast, but the prospects for a substantial increase in exports from the United States are not very bright.

Heavy demand

Because the demand for raw materials, component parts and machines from abroad has increased so rapidly during the past few years, India's need for foreign exchange has risen sharply. This condition was intensified during the past year by the necessity of increasing food imports due to a poor crop year.

Unfortunately, India's steadily increasing exports, have not risen as fast as the demand for raw materials and components. The resulting foreign exchange squeeze will inevitably lead to a curtailment of purchases from other countries, at least for the foreseeable future.

This means that India will be seeking the most advantageous bargains in both price and credit terms. Hence, competition among foreign producers who wish to sell in India will intensify.

After a delay of three months, the Government of India on June 30 announced the first phase of its import policy for the fiscal year licensing period April 1, 1965-March 31, 1966. This announcement featured substantial cuts in the import quotas of established importers ranging from 15% to 50% on specified commodities.

More than 60 new items were added to the banned list of imports, which includes items being manufactured to some degree in India or considered nonessential to the economic development program.

The Government of India hopes that both the curtailment and the prohibition will stimulate further development of import substitutes and expansion of domestic production.

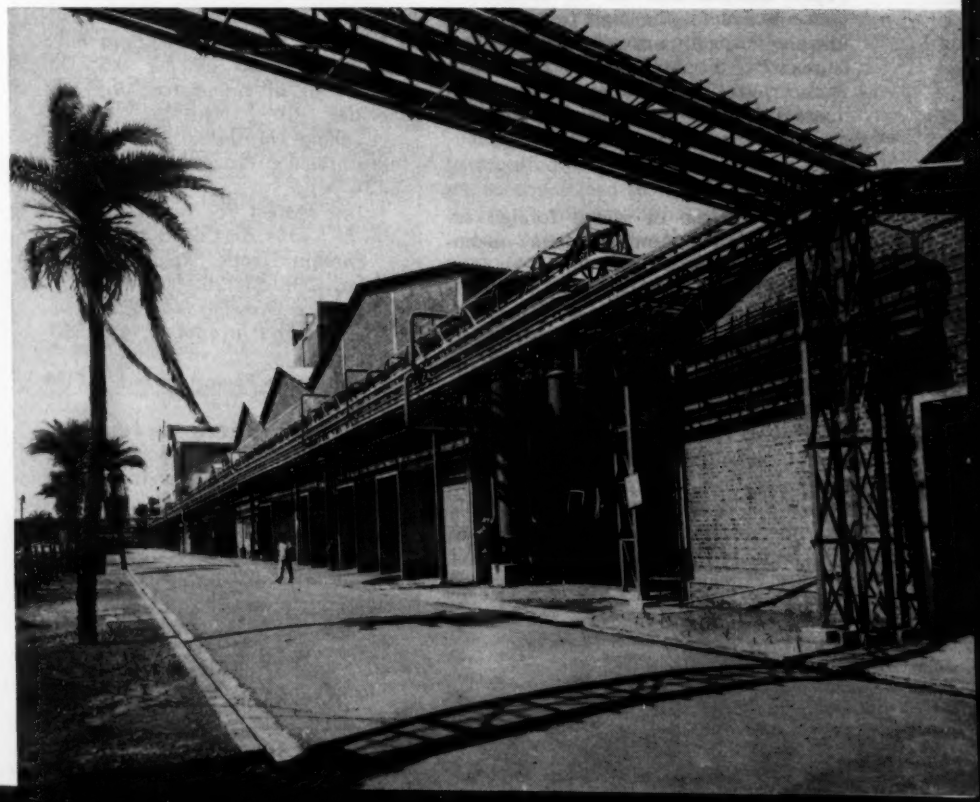
Subsequent announcement

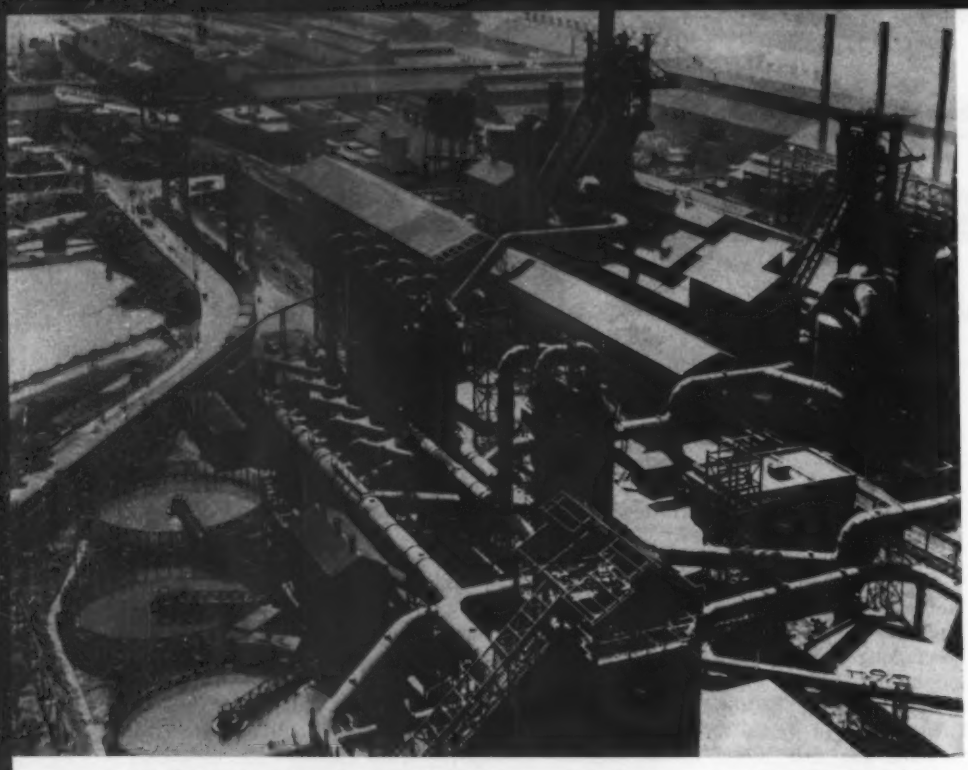
On July 15, the rest of the import policy was announced. The banned list was applied across the board to all categories of importers. No specific quotas were assigned to actual users (manufacturing end-users), but licenses will be granted within overall foreign exchange ceilings assigned to sponsoring authorities.

For most importers of capital goods or industrial raw materials, the sponsoring authority is the Directorate General of Technical Development, Ministry of Industry and Supply.

The Government is also taking steps to simplify import licensing procedures. However, as a further brake on import licensing, the Reserve Bank of India now requires a deposit worth 25% of the c.i.f.

AHMEDABAD CALICO MILLS at Bombay is one of several Indian enterprises which have been aided by loans from the privately-owned Industrial Credit and Investment Corp. of India. (World Bank Photo)





INDIA'S ECONOMIC development will require many more industries such as Tata Steel at Jamshedpur.

value on almost all commerical imports. It must be made with an Indian bank authorized to deal in foreign exchange before shipment is made and must be left on deposit for at least 60 days.

Policy decisions now being made by the Government of India will change the pattern of imports, although probably not the total volume in terms of value.

Recent press reports in Indian newspapers indicate that the Government is concerned about the high percentage of idle plant capacity throughout the country caused by the inability of the manufacturers to obtain the necessary import licenses for raw materials and components.

Pie-slicing problem

The allocation of scarce foreign exchange resources among existing manufacturers who need raw materials and components, new plants which need machinery, and additional large projects such as steel mills and hydroelectric plants, becomes increasingly difficult for the Government as the economy expands. The Government of India continues the process of refining and narrowing the list of commodities which will be awarded the highest priority for import licenses during the coming year. It is possible that greater emphasis will be given to those imports which support existing plant capacity rather than to new plants and projects.

If this program is put into effect, it could mean a discernible shift toward purchases of raw materials and components, and less heavy capital equipment. This is not to suggest that India will cease her infra-structure development.

Information on India

Several publications designed to help U.S. businessmen in their dealings with the Indian markets have been prepared by the U.S. Department of Commerce. They include:

Selling in India: Government Procurement Procedures. OBR 64-134. 16pp.

The Market for Books in India (BDSA). OBR 64-127. 6 pp.

Foreign Trade Regulations of India. OBR 63-120. 8pp.

India: a Growing Market for U.S. Products and Investment. OBR 63-26. 27pp.

Investment Factors in India. OBR 62-40. 26pp.

Market Profiles for the Near East and South Asia. OBR 65-37. 18pp.

They can be obtained for 15 cents each by **writing:** Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Members of the World Bank consortium for Aid to India have pledged slightly more than $1 billion to India this year. A substantial portion of this aid will be available to finance imports required to maintain the Indian industrial economy.

U.S. exporters who wish to develop long-term markets in India should make more intensive efforts to canvass the market on the ground, and obtain the services of aggressive and imaginative Indian agents who can ferret out the various export opportunities available.

Too much reliance has been placed on AID-financed procurement and not enough in on-the-spot canvassing, which in the last analysis is the traditional and only successful way of locating customers and finding out what they need.

Hustle will pay

If there are manufacturers throughout India who are going to obtain import licenses to bring their production up to full capacity, then aggressive manufacturers who come into India and canvass the field are going to make the sales.

Last year, India exported goods valued at over $1.4 billion. Therefore U.S. exporters have approximately that much of a free currency market if their prices and credit are competitive.

However, procurement out of these earnings is not tied to the United States as are the non-project AID dollars, and therefore, the competition is very real.

The urgent need to develop more export industries in order to earn foreign exchange, will make the Government of India sympathetic to requests for imports of items which can help Indian manufacturers enter export markets.

Despite the foreign exchange shortage, India's economy is expanding and her productivity rising. Between 1951 and 1961, India's industrial production rose approximately 9% a year.

Electric power capacity increased by about 150% during the decade and is continuing to expand. Despite an annual population increase of 2%, real per capita income rose approximately 16% during that same period and is continuing to rise.

The long-term market in India for U.S. goods is large and it is authentic. Those producers with the foresight and initiative to enter this market now will undoubtedly prosper in years to come.

Aid will some day be terminated and those manufacturers who have relied solely on AID-supported procurement and have not made an effort to establish distribution patterns and marketing relationships will undoubtedly fade away as their more aggressive competitors move in.

The Fourth Five Year Plan, which be-

gins in April, 1966, calls for some very substantial industrial projects. These include the establishment of at least one new steel mill of one million tons capacity, two large petrochemical complexes, several petroleum refineries, and four major fertilizer plants. There are also a number of smaller industrial and infrastructure projects included in the Plan.

Items which appear most readily importable under present Indian policy include industrial raw materials, special and alloy steels, machine tools, earthmoving machinery, fertilizers, basic chemicals, industrial machinery, heavy electrical generating and distributing equipment, and various types of transportation equipment.

To date, it appears that the bulk of this equipment which is purchased by India from its free foreign exchange resources comes from the United Kingdom and Western Europe. American competition does not appear to have been as intensive as possible in these areas.

Despite India's current growing pains, her long-term economic objectives are sound.

There is a widespread belief among American business observers that India, in the long run, promises to be one of the most significant markets in the world for U.S. manufacturers.

Things are looking up

A U.S. Investment and Industrial Development Mission, dispatched by the Bureau of International Commerce, spent a month in India earlier this year, and reported that the Indian Government is making a determined effort to clear away much of the red tape which has discouraged foreign efforts to invest in India.

Foreign investment has been running at about half the volume anticipated by the Third Five-Year Plan (1961-66). The Government's concern was reflected in a significant policy change adopted earlier this year, which allows foreign investors much more flexibility in selecting Indian partners for their ventures.

U.S. firms have invested over $200 million in India's economy, accounting for about 25% of all foreign investment. Most of the 200 U.S. firms with investment or licensing arrangements in India were found to be satisfied with the results to date and optimistic about the future.

India announces new exemptions from advance deposit requirement

Reserve Bank authorities apply rules to five categories of imports not included previously

Important new import categories have been added to those already exempted from India's recently announced advance deposit requirement of 25% of the c.i.f. value of each import shipment.

The new exemptions, announced by Reserve Bank authorities, apply to capital goods imported under licenses issued on approved deferred payment plans; capital goods imports paid for out of equity capital provided in cash by foreign participants in local joint ventures as approved by the Government and retained abroad, with Reserve Bank permission, specifically to pay for such imports; and capital goods imported against shares issued to foreign joint venture participants as approved by the Government and the Reserve Bank. Also included are goods imported under licenses providing for payment out of foreign exchange loans granted by foreign governments, foreign participants in joint ventures, Indian or foreign institutions, or any other persons and paid for by letter of commitment or by any other procedure providing for direct payment to the supplier from the foreign exchange loan concerned; imports, under U.S. Public Law 480, of cotton seed oil, soya bean oil, mutton tallow; and any goods for which an import license is not required.

Prior to this latest announcement, the exemptions covered only central and state government imports; imports valued at less that $1,050, and personal baggage; and deliveries of Public Law 480 cotton.

India's Finance Minister, T. T. Krishnamachari, has stated the objective of the deposit requirement is to encourage importers to phase their imports so that everything they are licensed to buy abroad will not be imported at once.

How to do it

Released as this edition was going to press, the Department of Commerce's latest publication describes the method for **Establishing a Business in India.** This 18-page Overseas Business Report (OBR 65-48) outlines the Indian Government's policy on foreign investment and its overall industrial development policy. It then goes on to describe trade factors that might affect investment in India; the extent of foreign investment; investment screening procedures; rules for entry and repatriation of capital; the forms of business organization available to foreign firms operating in India; regulations governing patents, trademarks and copyrights; and labor laws.

Finally, the report covers the various taxes to which U.S. firms operating in India are likely to become subject, and describes the availability of investment capital for Indian ventures.

Copies can be obtained for 15¢ from the Superintendent of Documents, U.S. Gov't Printing Office, Washington, D.C. 20402.

First free trade zone for India takes shape

India's first free-trade zone is now taking shape six miles from the modern port of Kandla on the northwest coast of India, with construction of five factories already started.

Industries located within the zone will be required to export their entire output, which could lead to important increases in India's foreign exchange earnings.

Industries will be subject to all Indian laws, regulations, and taxes applicable to industry in India, except import duties, excise, and other local taxes.

Inaugurated by Prime Minister Shastri on March 7, 1965, Kandla Zone's first phase of development includes accommodations for up to 190 manufacturing units on 300 acres of land.

More than 75 firms including at least one U.S. company, and several banks, have indicated an interest in locating within the zone. Installation of water supplies and other utilities is underway, and transportation links with inland points are being improved.

LARGE TEXTILE MILL indicates progress Ethiopia has already made. The author singles out textile industry as having favorable investment potential for U.S.

ETHIOPIA

Wants investors' help

Government provides best possible climate to develop glittering potential

By THOMAS J. BURKE
Commercial Officer
U.S. Embassy, Addis Ababa

There are several good prospects for profitable investment in Ethiopia, primarily in the field of commercial agriculture for export. There is also an internal market for a wide variety of manufactures which could be produced locally.

In 1962 Ethiopia and the United States concluded an investment guarantee agreement which safeguards U.S. investments from non-business risks. A year later Ethiopia promulgated an investment decree designed to attract private foreign investors.

The new law set up an investment committee composed of high-level officials of appropriate government ministries and central bank and planning board authorities. This committee can conclude agreements with private investors in the fields of agriculture, industry, mining, transportation and tourism.

Enterprises in any of these fields with an initial investment of $80,000 or more may be granted a five-year tax holiday and free import of major equipment. They are generally granted unrestricted remittance of profits and repatriation of initial investments.

A technical agency subordinate to the Ethiopian Planning Board has been established to prepare feasibility studies for various industries and establish priorities among the various activities which attempt to attract private foreign investment.

The 1963 Monetary & Banking Proclamation recognized the need for additional credit and banking facilities within Ethiopia providing for the establishment of private commercial banks.

The first of these, the Commercial Bank of Ethiopia, was established at the end of 1963 as a private share company which absorbed the commercial activities of the former State Bank of Ethiopia.

In mid-1964 the Addis Ababa Commercial Bank was formed. It has obtained capital and managerial and technical assistance from the National and Grindlays Bank of the U.K., which has a minority ownership of the new bank.

Successful investments

One of the most successful private foreign investment projects in Ethiopia has been the Wonji Sugar Plantation and Refinery. Since 1954, a Dutch firm has invested $23 million in a 1,200-acre sugar plantation, a refinery, a candy factory and related activities.

This one agricultural project produces 50,000 to 60,000 tons of sugar for domestic consumption and has recently commenced export on a small scale. It employs about 10,000 Ethiopians in categories ranging from field hands to middle management.

This company has just acquired a large tract of land for sisal and additional sugar cultivation.

Large-scale cotton cultivation has recently been initiated at Tendaho and other potential investors are investigating the possibility of highly-mechanized cotton farming in the relatively undeveloped Awash Valley. Since Ethiopia has imported about 5,500 metric tons of cotton over the past few years, both enterprises are expected to be highly successful.

A major meat packing corporation is undertaking discussions with the Ethiopian Government and prospective partners with a view toward setting up controlled ranches to improve stock and meat processing facilities aimed at the export market. Ethiopia has an estimated 20 to 25 million head of cattle, and meat production is one of the most potentially profitable investment areas in the country.

A U.S. firm is currently developing a large potash deposit in Northern Ethiopia, while extensive exploration activities by U.S. and foreign petroleum companies are being undertaken in the nearby Red Sea area.

Probably the most attractive area for private foreign investment in Ethiopia is the field of commercial agriculture. Most of the arable land in the country is not

under cultivation, and much of it is suitable for growing citrus fruits, cotton, coffee and other cash crops.

One such area is the Awash Valley, located about 200 miles from Addis Ababa with a good all-weather highway for about half this distance and the remainder scheduled for early improvement. Rail connections are available between Awash Station, Addis Ababa, Dire Dawa and Djibouti.

Preliminary work has been done on a large-scale hydro-electric and irrigation project for the valley. When it is completed, previously barren areas, as well as presently cultivable land, will be available for intensive agricultural schemes.

A food processing industry in this area, in combination with intensive agricultural projects, could be expected to have a highly successful future.

The related area of livestock production and processing also has good potential. Although activity in this sphere has been increasing, there is scope for additional enterprises.

The Ministry of Agriculture is giving added impetus to development of the livestock industry. With some improvement of local breeds of cattle, exports could be increased substantially and the internal market could be further developed.

A recent survey conducted for the AID Mission to Ethiopia pointed up the potential in the field of residential construction.

One conclusion was that 82,000 new housing units were urgently needed in Addis Ababa. The bulk of this requirement is concentrated in the low income area. Unelaborate large-scale projects (presumably with some local participation), seem to offer opportunities for prospective investors.

Other favorable investment areas are textile production, automotive assembly and light and heavy industry of all kinds.

Summary, forms needed

A booklet containing a summary of all business proposals will be distributed in Ethiopia and Sudan. A summary in 35 words or less of each proposal must be submitted for inclusion in this booklet, at the time the other information is forwarded.

Business proposals also must be accompanied by one of the following, unless previously submitted within the past year:

Department of Commerce Form IA 57, Registration of U.S. Firms Interested in International Trade or Investment, which may be obtained from your local Department of Commerce Field Office; a current mercantile agency report; or a current bank report.

Trade mission to explore Ethiopia, Sudan

U.S. firms must submit business feelers to Mission by Aug. 31

A U.S. Trade Development Mission will visit Ethiopia and the Sudan from Oct. 31-Nov. 27, studying the market for light capital equipment and consumer goods in these markets. Interested U.S. businessmen must submit any business proposals they want the Mission to take along before August 31.

Through the Mission, firms with a product or service to sell, producers seeking agents or distributors, or firms interested in entering other business relationships can describe their particular desires to as many Ethiopian businessmen as are willing to listen.

Business proposals submitted will be printed in summary form, without identification or address, in a booklet which will be distributed throughout the two countries before the Mission's arrival. Identification will be revealed only to appropriate foreign firms or individuals after consultation with a Mission member on a specific proposal.

U.S. firms will be provided with the names of Ethiopian or Sudanese companies which express a definite interest, for appropriate follow-up action.

To submit a business proposal, firms are requested to answer the questions below and send with two copies to the Bureau of International Commerce, BIC-8210, Washington, D.C., 20230.

- What product or service do you wish to sell or offer?
- Do you wish to appoint an agent or a distributor or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region. The Trade Mission will not seek a substitute for an established agent.
- Are you interested in a joint venture? If so, describe your proposition briefly giving details of products or services to be provided.
- Are you interested in licensing a qualified firm to manufacture your product? Describe the desired arrangement.
- Do you wish to import for your own account or act as a commission agent?
- What type of firm is best qualified to transact your business?

Each proposal must be accompanied by information such as brochures and other descriptive material not to exceed 50 single sheets. Data on the size and scope of your firm, catalogs and pricelists are appropriate.

If you represent several firms, submit a separate proposal for each client, specified by name and contract.

If your firm offers a variety of products, summarize them by commodity groups and submit a separate proposal for each grouping. A separate proposal also must be provided for each country.

U.S.-MADE grain silos are operated by the National Grain Corp. on the outskirts of Addis Ababa.

Guatemala booms along

Two-year upswing sparked by higher export prices; some danger signals appear

By PAXTON T. DUNN
Commercial Attaché
U.S. Embassy, Guatemala City

The Guatemalan economy is still enjoying the boom which began during the first half of 1963. Significant increases in the gross national product (GNP) were achieved in 1963 and 1964—rising 6.3% last year to a level of $1.3 billion.

The major credit for the improved situation was due to the marked increase in the value of Guatemala's principal exports.

The political stability and improved government fiscal position during the past two years has played an important role in restoring the confidence of the private sector and creating a more favorable climate for trade and investment.

Although 1965 is generally expected to be a good year for the Guatemalan economy, there are disquieting danger signals.

There are indications that changes in world commodity conditions affecting coffee, cotton and sugar, Guatemala's principal foreign exchange earners, could result in lower export earnings during 1965, which would aggravate the present unfavorable balance of payments situation.

No effective governmental action has been taken to date to correct the serious balance of payments problems largely brought about by an increasingly high level of imports.

A large part of the blame for the $17 million deficit on balance of trade registered in 1964 (following a $4 million surplus in 1963) has been placed on suppliers' credits granted to the private sector.

U.S. share declines

Despite the sharp rise in the level of exports and imports during 1964, the United States share of this increased activity showed significant drops in both categories. According to preliminary Guatemalan figures, the United States share of the $155.5 million worth of exports (f.o.b.) was only 34%, compared with 44.8% in 1963. Causes for this drop were: increased European purchases of coffee and bananas; the sharp rise in the export of cotton, none of which is imported by the United States; and the increasing importance of inter-Central American trade.

On the import side, the U.S. supplied 44.5% of the total $202.2 million imports (c.i.f.), compared with 48.1% in 1963. For the previous four years the United States had supplied slightly under 50% of Guatemala's import requirements.

Germany and Japan, who hold second and fourth place respectively as major suppliers of Guatemala's imports, each picked up one percentage point during 1964 while El Salvador, the third most important supplier, gained slightly more than two percentage points. El Salvador displaced Japan in third place during 1964, underlining the rapid rise in trade between Central American Common Market countries.

The growth of the Central American Common Market (CACM) has led to a significant change in the make-up of imports into the area.

The rapid establishment of import substitution industries has not led to an overall reduction in imports as had been hoped, but has shifted them from finished consumer products to raw materials and capital outlays for industry.

As the United States has been the traditional major supplier of consumer products, this new trend has had a more marked effect on U.S. products than those of competing suppliers.

To avoid further losses in their traditional share of the Guatemalan market, U.S. exporters must adjust to the changing conditions. Studies can determine if local manufacture of the product should be undertaken, or whether continued importation is possible.

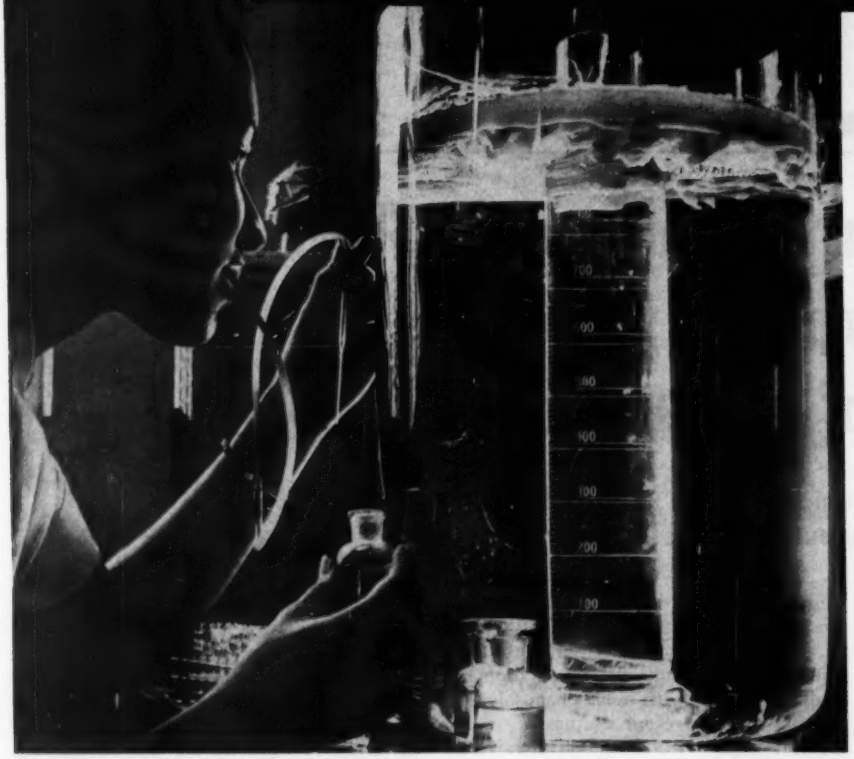
U.S. manufacturers should be alert to opportunities to provide the raw materials and machinery needed to equip and supply Guatemalan industry.

GUATEMALA CITY RESIDENTS turned out in force for the opening of a Singer Sewing Machine shop.

Investment picture cloudy

The continuation of political stability and the attraction of the growing CACM contributed to an increase in private and public investment during 1964. Although the bulk of this investment has come from local sources, there has been a slow but steady stream of foreign investment to Guatemala, mostly from the U.S.

Such U.S. firms as Texaco with their $10 million refinery, Philip Morris, Eli Lilly, Helena Rubenstein, Boise Cascade (paper), Weyerhaeuser Lumber (cartons), Ray-o-Vac, Monsanto, Retzloff Chemical, W. R. Grace (food-processing), and Gulf Oil (marketing) have made important investment in Guatemala during the past two or three years.



AN EXTENSIVE Public Health program is broadening the market for chemical imports in Guatemala.

No specific obstacles have been placed in the way of U.S. investment, although recently there has been a certain hardening of attitude by local vested interests against foreign investment in certain fields, notably textiles.

This nationalistic sentiment caused the Central American Ministers of Economy to re-emphasize the need for foreign investment to supplement national funds available for the development of productive enterprises, and to call for a common policy on foreign investment to ensure the balanced development of the Central American region.

The Guatemalan Government has done little to encourage foreign investment other than recognizing the need for it in certain fields. The serious administrative snarl in processing applications for benefits under the local Industrial Development Laws (some 1,800 cases are reported to be pending) has led some foreign firms to believe that the Guatemalan Government is discouraging foreign investment.

Deny policy change

Officials of the Ministry of Economy deny there has been any change in Government policy regarding foreign investment, and say that it will continue to be treated on the same footing as local investment.

This statement is borne out by the fact that Guatemalan industries are being equally hurt by the bureaucratic delays in processing new industry paperwork, and the Guatemalan Chamber of Industry has been lobbying strongly in an attempt to remedy the situation.

Many believe that the seemingly indifferent attitude of the Guatemalan Government and the serious administrative delays have driven many prospective investors to invest in other Central American countries.

Although there are a few known cases where this has occurred, it is difficult to determine the extent of this trend.

Despite these obstacles, Guatemala remains in a favored position to receive foreign investment destined for the Central American area, mainly because of its larger population, modern facilities, rich natural resources and the exceptionally fine climate of Guatemala City.

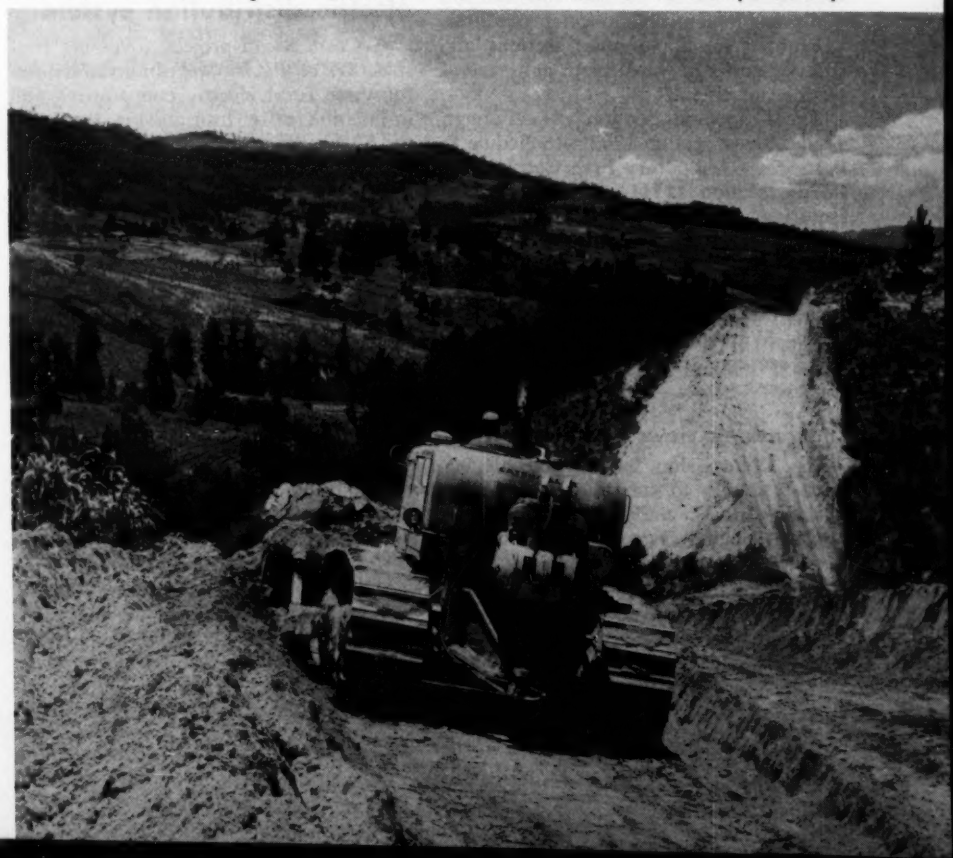
Tenor will tell

The future of U.S. investment in Central America will be determined largely by the tenor of the uniform regulations regarding foreign investment which are enacted by the Central American Common Market.

Should these be unduly restrictive and should local interests continue to oppose foreign investment, there could be a drying up of interest in the Common Market as an attractive investment area.

However, there still remains a significant body of Guatemalans, both in government and private circles, who believe foreign investment is beneficial and essential to the economic development of the region, and it is likely that future regulations concerning foreign investment will be palatable enough to ensure its continuation.

A CATERPILLAR BULLDOZER gouges out a new section of the Inter-American Highway through Guatemala. Better roads will bring more Guatemalans into the mainstream of the country's economy.



Tariff Commission to study code which permits temporary imports without payment of ordinary duties

Original objectives of each provision will be reviewed with interested parties invited to submit views in writing

The Tariff Commission is studying the various statutory provisions included in title 19 of the U.S. Code, which permit temporary importation of merchandise without payment of ordinary duties or a virtual recovery of duties paid when the imported merchandise, or its domestic equivalent, is exported either in its original form or in a changed condition.

The Commission's study will review the original objectives of each provision, examine the extent to which each provision is accomplishing its purposes, and determine the impact each provision has on U.S. international trade.

The tariff group is especially interested in whether the economic forces which led to creation of these programs have so changed as to warrant modification and possible consolidation of procedures.

Without excluding other sections, the study includes in whole or in part several sections of title 19.

These include section 81—Foreign Trade Zones; section 1202—(Schedule 8, Part 5C)—Temporary Free Entry under Bond; section 1311—Bonded Manufacturing Warehouses; section 1312—Bonded Smelting and Refining Warehouses; section 1313—Drawback and Refunds; section 1555—Bonded Warehouses; section 1557—Entry for Warehouse—Warehouse Period—Drawback; and section 1562—Manipulation in Warehouse.

To consider views

The Commission has invited all interested parties to submit written views pertinent to the study. Because of the large anticipated response to this invitation, the Commission will merely acknowledge receipt of submissions with the assurance that they will be given due consideration.

At the conclusion of a preliminary study of all submissions, as well as all other pertinent information obtained by its staff, the Commission will publish a resume of the results of the preliminary study, together with any proposals for revision of the present statutes.

Public notice will be given afterwards of a hearing to be held by the Commission to permit all interested parties to attend, to produce evidence, and to be heard on any proposed revisions.

Submissions should be filed with the Secretary of the Tariff Commission, no later than Nov. 1, to ensure consideration by the Commission.

Costa Rica to construct electric distribution system

A Costa Rican project, involving construction of electric distribution facilities for three rural electric cooperatives and installation of a transmission line, will use $2.2 million worth of U.S. equipment and technical services.

The project which will cost $4 million is based on recommendations by specialists of the National Rural Electric Cooperative Assn.

The Costa Rican Institute of Electricity will produce and sell electricity to the cooperatives at wholesale rates.

Major costs of the project will be met through a $3.3 million Alliance for Progress loan authorized by the Agency for International Development to the National Bank of Costa Rica. The Bank will assume responsibility for the loan and will sub-lend money to the cooperatives at no additional charge.

The Bank will repay the loan to AID in dollars within 40 years including a 10-year grace period. The loan will be guaranteed by the Government of Costa Rica.

Chile to establish cooperative bank

A private Cooperative Development Bank will be established in Chile to provide financial, technical and managerial services to the country's cooperatives.

A total of $4 million will be used chiefly as "seed" capital for the new bank's operations.

Chile's fast-growing cooperative movement requires greater capital financing and adequate marketing facilities and managerial skills.

In normal operations, the bank will lend cooperatives money to finance new facilities, agricultural production and management assistance. Co-ops in rural electrification, cattle-raising, lumbering, farming, mining, fishing and marketing of essential commodities are included in the program.

In addition to technical and fiscal assistance, the new bank is authorized to conduct financial negotiations, administer trust funds, or represent national or foreign enterprises for the purpose of channeling property or services to cooperatives.

A $3.6 million Agency for International Development loan to the bank will assist the new venture. The loan will be supplemented by the equivalent of $384,000 from Chilean sources. The Bank will repay the loan in dollars within 25 years, including a 10-year grace period.

The Chilean Government may elect to receive the bank payments in Chilean currency and itself repay AID in dollars within 40 years, also including a 10-year grace period.

Fiji issues welcome to foreign investors

Fiji invites foreign investment according to "Investment in Fiji," an illustrated pamphlet, containing factual data concerning the 500 islands comprising the British colony.

The 22-page informative pamphlet covers a wide range of subjects including population, climate, public finance, taxation, public utilities and communications.

For a copy of the pamphlet, **write:** Financial Secretary, Box 2001, Suva, Fiji.

Nicaragua to employ U.S. tax experts, engineers in survey

$13.9 million project hopes to reform, evaluate natural resources

U.S. engineers, geologists, cartographers, tax experts and materials will assist Nicaragua in a $13.9 million tax reform and natural resources survey project.

Long range goals of the project are to bring about property tax reform and to evaluate Nicaragua's natural resources. It covers a period of three years through 1968 and is part of the country's $28 million 10-year program for utilizing its natural resources and managing the real property system.

The services of the U.S. engineers, geologists and cartographers as well as materials and local labor needed for field investigations and mapping operations will cost $3.9 million.

A total of $1.5 million will be used to pay for the service of U.S. tax experts and part of the local equipment and materials used in the tax improvement program.

Costs of these U.S. services will be met through a $5.4 million loan authorized by the Agency for International Development to the Nicaraguan Government.

Other financial sources

The balance of the financing for the project is made up of the equivalent of $5.1 million from Nicaragua; loans and grants from the United Nations Special Fund; Germany; the Central American Bank for Economic Integration; and the Inter-American Geodetic Survey.

The initial step in the overall program is a detailed aerial photo survey covering 8.6 million acres of the country's most populous area. A $60,000 grant for this phase was provided by AID.

The second step is the interpretation of these photos by tax technicians, surveyors and appraisers to fix property boundaries, establish fair land values and install a modern tax assessment system.

The third part of the project, also utilizing aerial photos, involves an inventory and analysis of natural resources in Nicaragua's Pacific slope area, including mineral, water, forest, soil and rock resources.

Two U.S. manufacturers make investments in India

Two U.S. firms have invested in manufacturing facilities in India—one to establish a plant to manufacture steel measuring tapes and the other to manufacture steel products.

Justus Roe & Sons, Inc., of Patchoque, N.Y., is investing in machinery and equipment in connection with the steel measuring tape industry. The new plant is expected to reduce and ultimately eliminate the necessity to import steel measuring tapes while lowering the price of such tapes to Indian purchasers.

Garvey Grain, Inc., Wichita, Kan., will manufacture spiral weld steel pipe, electric overhead traveling cranes and other steel items, and will expand the manufacture of railway freight cars.

The Garvey enterprise will expand existing units and introduce new products to meet the urgent needs for items which either are not produced in India or cannot be obtained because of foreign exchange shortages.

All of Justus Roe's machinery will be purchased in the U.S. and, wherever possible, the two firms will make purchases of machinery and other commodities in the U.S.

Both firms have been issued guaranties on their investments by the Agency for International Development.

Three U.S. firms to join German tin plate expansion

Three U.S. firms will export $3.6 million worth of equipment, services and technology to help Rasselstein A.G., Germany's largest tin plate producer, expand to meet the growing German demand for tin plate.

Blaw-Knox Co., Pittsburgh, will supply the German firm with mechanical equipment and International General Electric Co., New York, will provide electrical equipment. U.S. Steel Co., Pittsburgh, will supply technology.

The U.S. exports are needed for the company's expansion program which, when completed in 1966, will have an annual production capacity of 120,000 metric tons of tin plate.

A $2.5 million Export-Import Bank loan will help finance the exports. The loan, guaranteed by the High Authority of the European Coal and Steel Community, is repayable over five years, beginning in 1968.

Mexican firm to buy equipment, tools from U.S. suppliers

Purchasers plan to produce axles for trucks, steering columns

A Mexican corporation will purchase $1.5 million worth of machine tools and other equipment from U.S. firms to manufacture vehicle parts.

Eaton Manufacturera, S.A. (EMSA), an affiliate of Eaton Manufacturing Co. of Cleveland, will use this U.S. equipment initially to manufacture truck rear axles and steering columns and later additional automotive parts.

Suppliers include Cleveland Tool & Supply Co., Herman Stone Granite Surface Plate Co., Tocco Division of Ohio Crankshaft Co., Do-All Co., Lincoln Electric Co., Jeffrey & Son Machinery Co. and Motch & Merryweather Co., all of Cleveland.

Firms listed

Others are Marmac Co., Milwaukee; Magnaflux Corp., Chicago; Gleason Works, Rochester, N.Y.; Surface Combustion Engineering Division of Midland Ross Corp., Toledo; Pacific Industrial Furnace Co., Warren, Mich.; Logansport Machinery Co., Logansport, Ind.; Wheelabrator Corp., Mishawaka, Ind.; Jones & Lampson Co., Springfield, Vt.; Shields Equipment Co., Lakewood, Ohio; Laurens Bros., Cincinnati; Dave Demarest Co., Detroit, and American Motors Corp., Kenosha, Wis.

EMSA was established as a result of a 1962 Mexican Government decree that 60% of the value of the vehicles sold in Mexico must be of local manufacture. The Mexican public holds 51% of EMSA's stock. Eaton retains the balance.

The U.S. sales will be financed through an Alliance for Progress loan authorized by the Export-Import Bank. The loan is repayable in 6½ years, beginning next June.

Film licenses needed

Venezuela has subjected all motion picture film imports, except those of a scientific nature, to a prior import license requirement.

Tariff Commission issues report on benzenoid chemicals' imports

Data resulted from analysis of invoices covering general imports into U.S. under Tariff Schedule

The Tariff Commission has issued a report on U.S. imports of benzenoid chemicals and products in 1964. It provides detailed statistics on imports of benzenoid intermediates, dyes, medicinals, and pharmaceuticals, flavor and perfume materials and other benzenoid products.

The report's data was obtained by analyzing invoices covering general imports of benzenoid chemicals and products into the U.S. in 1964.

General imports of benzenoid chemicals and products entered under the U.S. Tariff Schedule, Schedule 4, 4, Part 1B, comprised 651 items with a total weight of 18.8 million pounds and an invoice value of $14.4 million, according to the report.

In 1963, the report added, imports consisted of 647 items with a total weight of 25.2 million pounds and an invoice value of $12.6 million.

About one-half of the benzenoid chemicals and products imported in 1964 were declared to be "competitive" (duty based on "American selling price").

In 1964, imports of these products from Germany amounted to 40% of the total or 7.6 million pounds. Imports from the United Kingdom amounted to 2.2 million pounds; Japan, 2.2 million pounds; Canada, 2 million pounds; Italy, 1.6 million pounds; France, 1 million pounds; Switzerland, 1 million pounds; Sweden, 629,000 pounds; Netherlands, 254,000 pounds; Belgium, 120,000 pounds, and Czechoslovakia, 55,000 pounds.

Finished chemicals imported

Imports in 1964 of all finished benzenoid chemicals and products, dutiable under the Schedule's Part 1C comprised 2,292 items with a total weight of 23.7 million pounds and an invoice value of $34.7 million.

Benzenoid dyes was the most important group of finished benzenoid products imported. Imports of dyes amounted to $16.3 million (invoice value), or 46.9% of the value of all imports under Part 1C.

Imports of medicinals and pharmaceuticals were valued at $9.8 million (invoice value) or 28% of total imports under Part 1C. Imports of benzenoid pigments (toners and lakes) were valued at $1.1 million; imports of benzenoid flavor and perfume materials, $2.3 million; and imports of other benzenoid products, chiefly synthetic resins and pesticides, $5.2 million.

For a copy of the report, "Imports of Benzenoid Chemicals and Products, 1964," **write:** Secretary, Tariff Commission, Washington, D.C. 20436.

Brazilian highway project to use U.S. technical services

The U.S. will provide a Brazilian highway department with highway maintenance equipment and technical services for a road improvement project at Minas Gerais, Brazil's second most populous state.

The Minas Gerais State Highway Department (DER/MG) is undertaking a $36.2 million project of improved highway maintenance to increase the state's internal and external commerce and open new job opportunities.

Most of Minas Gerais' 9,950 miles of road are unpaved and traffic volume over the past 10 years has increased by more than 300%. Continued hard usage has resulted in general deterioration, requiring considerable repair and maintenance.

New equipment and an augmented technical staff will enable the state's maintenance capability to equal the pace of population growth and economic development.

A $15 million Alliance for Progress loan, authorized by the Agency for International Development, will help finance the equipment and services, in the U.S. and Brazil, and also will assist in training personnel for maintaining the road system. The U.S. share of the project is 55% while DER/MG will contribute the balance.

DER/MG will repay the loan within 20 years, including a 20 year grace period. Under an optional plan, the Brazilian Government may receive from DER/MG the cruzeiro equivalent of the dollar loan and repay the loan to AID in dollars within 40 years, including a 10-year grace period.

Costa Rica plans five economic studies

Costa Rica will undertake five studies aimed at furthering its economic development under the Alliance for Progress.

The studies to be made by the Costa Rican National Planning Office include feasibility studies for roads, communications, electric power, irrigation, land reclamation, ports, agriculture and industries and feasibility studies of private sector projects such as lumber, wood products, textiles and food processing.

An analysis of the Government's responsibilities in the development process with special emphasis on fiscal and administrative reform will also be made.

Investigations to produce basic data on water, soil and mineral resources and studies to guide the Government's efforts to minimize the effects of recent eruptions of Irazu Volcano, particularly control of floods will also be undertaken.

The Agency for International Development will lend the Government $1.2 million to finance the studies. The loan is a result of a recommendation by a team of experts which examined the impact of the eruption of Irazu on the Costa Rican economy.

The Government will repay the loan in dollars over 40 years, including a 10-year grace period.

Star-Kist to set up fish plants in Senegal, Liberia

Star-Kist Foods, Inc., Terminal Island, Calif., is establishing fish refrigeration plants in Liberia and Senegal to help in marketing fish products locally and for storage prior to shipment.

The plants will increase availability of protein food, provide steady employment to local labor and save foreign exchange.

In Senegal, Star-Kist will hold approximately a 25% interest as one of three partners in Frigorifique du Senegal S.A., Dakar.

The other investment is a joint ownership with two partners in the Liberia Cold Stores, Inc., Monrovia.

Investment guaranties insuring Star-Kist against inconvertibility of local currencies and against loss from expropriation, war, revolution and insurrection have been issued by the Agency for International Development. The total amount of risk coverage for the venture in Senegal is $340,500 and the coverage for the Liberian venture totals $350,000.

Canada helps auto parts makers cash in on tariff accord with U.S.

Another measure provides grants for firms locating in areas of high unemployment, in lieu of previously granted tax holiday

The Canadian Government will lend $20 million to auto parts manufacturers to help them take advantage of last December's tariff-free automotive trade agreement with the United States.

The parts makers will be entitled to use the money for acquisition, construction, installation, modernization, conversion, or expansion of land, buildings, equipment, facilities or machinery.

The loans, to be administered by the Industrial Development Bank, will carry 6% interest and will be repayable over 20 years if used for land purchases and building. Money used for other purposes will be repayable in 10 years.

The loans will not be available to tire manufacturers, or to makers of finished automobiles and their affiliates. Companies applying for loans must show reasonable prospects of profit.

Some observers believe the plan could become a precedent for federal aid to other industries affected by major shifts in trade policy.

Area development grants

Another measure, effective July 1, made outright grants available to manufacturing and processing companies establishing or expanding in designated areas of high unemployment.

The grants favor smaller industries, allowing 33⅓% of the first $250,000 of fixed capital outlay. On capital costs between $250,000 and $1 million, the development grant will amount to 25% of the fixed investment, and on outlays over $1 million the proportion will be 20%, with a maximum of $5 million for any single facility.

For expansion of an existing facility, the amount of the grant will be determined by the same formula, except that the expansion must be larger than a specified minimum in order to qualify. Again the $5 million maximum grant for any single facility will apply.

The investment costs to which the grants will be applied are buildings, equipment and machinery, and company expenditures for facilities such as water supplies, sewage disposal, electric power, and company-owned wharves and docks. In addition, if a company has to contribute to the cost of publicly-owned facilities of this kind, the expenditures may qualify as part of the investment for the purposes of the grant, provided they do not exceed 20% of the total investment.

Tax remissions

The new legislation follows a 1963 act which provides a three-year income-tax moratorium to manufacturing and processing industries moving into designated areas. Firms qualifying for aid can take a tax remission under the 1963 plan or a cash grant under the new plan.

The former plan is scheduled to last until March 31, 1967; the new plan until March 31, 1971.

Smaller firms are being favored with grants amounting to greater proportions of their fixed capital outlay because the Government says that the smaller firm is usually well-adapted to conditions in the designated areas and is often more labor-intensive. Furthermore, the smaller firms frequently have difficulties in their initial financing, so that a cash grant rather than a tax concession is the most effective way of meeting their needs.

Between September 1963 and December 1964, one hundred and fifty firms indicated they would take advantage of these tax incentives. Under the tax plan, the total investment is expected to exceed $470 million, or an average investment of about $32,500 for each of the 14,500 workers employed in new plants.

These firms plan to build in 27 of the 35 special areas designated under the plan, and represent a wide range of industries. The papermaking industry accounts for about one-quarter of the new investment, chemicals for one-third, transportation equipment for 14%, and textiles for 9%.

Indonesia reduces foreign branches of state trading firms

Two in U.S. closed in move to lower exchange expenditures

The Indonesian Government has decided to close nine foreign branches of the state trading companies including two in the U.S.—Yuda Niaga, Inc., New York, and Fatuma, Inc., San Francisco—two in London, two in Hong Kong, one in Bremen, one in Hamburg, and one in Tokyo.

Others are to be reduced in size. Only one Indonesian state trading representation, the Central Indonesian Trading Co., Inc., New York, will remain in the U.S.

The Government claims these moves are to reduce its foreign exchange expenditures, but it plans to open new foreign branches of the state trading companies in Beirut, Paris, Mexico, and Moscow.

Foreign branches of the state trading firms reportedly take their instructions from the P.N. Niagas, or state trading companies in Indonesia which they represent.

More imports involved

Those in the U.S. have been much more heavily involved in importing into this country than in exporting from the U.S. to Indonesia. In 1964 the Central Indonesian Trading Co., Inc., New York, handled U.S. exports valued at about $350,000, consisting principally of machinery spare parts for the urea fertilizer plant at Palembang constructed by the U.S. firm Morrison-Knudsen. Its principal imports in 1964 consisted of about $9 million worth of crude rubber and small quantities of copra, pepper and cassia (cinnamon).

Yuda Niaga, Inc., New York, handled U.S. exports valued at $650,000 in 1964, including spare parts for a cement plant, mining machinery and cotton. Its imports in 1964 were valued at about $6 million and consisted principally of rubber, copra, and spices.

Fatuma, Inc., San Francisco, handled no U.S. exports in 1964. Its imports last year were valued at about $200,000 and consisted principally of spices.

KAOHSIUNG EXPORT processing zone to be located on reclaimed land shown top center at early stage.

Taiwan accepting bids for space in duty-free export processing zone

Facility will be established at Kaohsiung, island's busiest port; applications will be screened according to a priority list

The Chinese Government has begun accepting applications for space in the duty-free export processing zone to be established at Kaohsiung, Taiwan's busiest seaport.

Plants locating in the zone will be exempt from paying import duties and other charges on machinery, equipment and raw materials imported for the production of export goods.

The establishment of this zone is in line with the Chinese Government's efforts to promote foreign investment in Taiwan. Two investment incentive laws providing liberal tax exemptions and reductions as well as an abundant power supply and a relatively inexpensive labor supply, have given Taiwan a very favorable investment climate.

The export processing zone provides an additional opportunity and incentive to foreign firms wishing to set up plants in Taiwan to produce goods exclusively for export.

Large number interested

Because of the large number of local and foreign firms which have already expressed interest in locating in the zone, applications will be screened on a priority basis. The first priority group includes plants making precision machinery, equipment and instruments, electronic products, optical instruments and products, plastic products, machinery, furniture, and metal products.

Applications submitted by firms making these products will be screened in the first three months.

Second group affected

Applications from firms producing goods in the second priority group will be screened in the following two months, provided vacant land is still available. The second group includes plants making handicrafts, electric appliances and products, rubber products, chemical products, toilet articles, confectionery, leather products, and printing plants.

Applications for plants listed in the third priority group, which includes plants making non-cotton embroidered and knitted goods and garments, will be screened last.

The export processing zone itself will consist of 55 acres of reclaimed land in Kaohsiung harbor, and will face water on three sides.

The land available for the construction of plants, which will be approximately 80% of the total area, will be divided into five districts.

In one of the five districts, multi-story factory buildings will be built for lease to small and medium-sized firms. The other districts will be reserved for larger plants.

Facilities to be constructed in the area include roads, a single track railroad along the waterfront, wharves, warehouses, a power substation and water booster.

Write: the Chinese Investment and Trade Office, 515 Madison Ave., New York, N.Y. 10017.

Canada requires fuller reporting of firms' finances

The Canada Corporations Act came into effect on July 1, replacing the Companies Act, and will require Federally-incorporated public companies to make fuller disclosures of their financial activities as well as of "insider" trading in company shares.

One clause requires registered companies to disclose either their sales or gross revenue in the annual profit and loss statement. However, this requirement can be waived if the company obtains permission from all shareholders to omit the sales or gross revenue figure. Such permission would have to be obtained each year.

Another provision requires that all trading of company shares by directors, officers, or shareholders controlling more than 10% of voting shares must be disclosed within 30 days of the transaction. Details must be recorded by the company secretary in a book available for inspection by shareholders and presented by the directors at each annual meeting. The same details must also be sent to the Secretary of State within 30 days.

To be exempt from this provision, a Federally-incorporated private company must obtain written permission from all of its shareholders each year.

LAFTA to meet in October

Delegations from Argentina, Brazil and Mexico have initiated discussions in Montevideo preparatory to the 5th Annual LAFTA Tariff Negotiations to be held in October.

Germany tightens advertising restrictions on pharmaceuticals, all related products

New law includes all types of promotional sales efforts which refer to possible medical benefits to be obtained by use

Germany has tightened restrictions on advertising of pharmaceuticals and related products.

The advertising of all products, including foodstuffs, cosmetics and hygienic items, as well as processes and objects used for diagnosis, cure or mitigation of illnesses of both human beings and animals come under the provisions of the new law if the advertisement refers to the possible medical benefits to be obtained from using the product.

The term "advertising" in the sense of the law includes all types of promotional sales efforts. The new law distinguishes among three types of advertising: those which are completely prohibited; those permitted in trade and medical circles only; and those allowed in both public and trade circles but subject to extensive limitations in the public sector. All other types of advertising are permitted in both public and trade circles.

Misleading advertising of pharmaceutical products, or advertising which contains opinions or testimony given by non-scientific or non-technical persons is not permitted.

Other prohibitions

Public advertising of all drugs requiring prescriptions and of sleeping pills is not permitted, but is allowed in trade circles only.

Public advertising of pharmaceuticals not requiring prescriptions, including all drugs intended to alleviate pain, are subject to extensive limitations.

These advertisements may not contain opinions, testimony, and scientific or technical publications; recommendations by doctors; histories of illnesses; pictorial representations of doctors, pharmacists, human illnesses or suffering; comparative representations of a person's condition before and after the application of a particular pharmaceutical product;

The presentation of how a drug works; statements made in uncommon foreign or technical terms; claims which may arouse or take advantage of feelings of anxiety; statements suggesting ways in which a person may diagnose his own illness; and statements containing thanks, acknowledgements, of recommendations about the product.

Foreign manufacturers or their agents in Germany are subject to the provisions of this law.

The law became effective July 15. Advertising materials produced before July 15 which correspond to the former regulations regarding advertising of pharmaceuticals but not to the new law may be used until July 15, 1966.

Ceylon exempts articles from import licensing

Ceylon has exempted books, samples and certain gifts from import licensing.

Included under the exemption are free gifts to individuals or institutions up to a value of $10.50 per person/institution per year; books, pamphlets, newspapers and periodicals for personal use to a value not exceeding $10.50 per person/institution per year; bonafide trade samples or advertising matter supplied free of charge and not exceeding $52.50 in value for any single consignment (this value limitation does not apply to samples of drugs approved by Ceylon Formulary Committees); replacements for defective goods; and re-imported goods.

All other imports require an individual import license. Applications by individuals or institutions for the import of free gifts up to a value of $52.50 will be considered on the merits of each case.

Any article imported outside the above exceptions without a valid import license is subject to confiscation.

Modernization begins on harbor in Jamaica

A consortium of Jamaican, U.S. and British interests, including Construction Aggregates, Inc., of Chicago, have begun construction of facilities designed to modernize Kingston, Jamaica's, harbor.

The development of the world's seventh largest harbor began with the driving of steel piling for quays capable of handling the largest ocean-going passenger and freight vessels.

The first three docks, equipped with a complete wharf complex, including passenger terminal, warehousing for bulk and packaged cargoes and refrigeration of perishable commodities, facilities for processing and repackaging of in- and out-bound merchandise, and a Port Administration Building, will be ready for operation early in 1966. Four additional berths are scheduled for completion by 1970.

Cost of the development has been estimated at more than $15 million.

Yugoslavia reveals currency devaluation

Dollar is now worth 1,250 dinars

Yugoslavia has devalued its currency from 750 dinars to $1 U.S. to 1,250 to $1 U.S. effective last July 26.

The tourist exchange rate of 1,000 to $1 U.S. announced on July 1 has been absorbed in the new rate.

Officials of the Yugoslav Government announced that after Jan. 1, 1966, a "heavy" dinar, worth 100 of the dinars now in circulation, will be introduced.

At the same time, a decision has been made to reduce import duties. Details, however, are not yet available.

Devaluation was accompanied by a rise in prices averaging 24%. This is the first price increase since the price freeze decreed last March. Commodities chiefly affected are those that have been in short supply, i.e., raw materials, certain processed materials, electrical energy, and agricultural products.

Changes in the administration of Yugoslavia's price controls, as practised before the March price freeze, have been called for.

Subsidies abolished

Another measure announced by officials includes the abolition of subsidies to Yugoslav export industries. In the past, over one-half of Yugoslavia's exports have received subsidies of 32, 22, or 10%. The Government has also recommended a wage boost of 25% for workers in Yugoslavia's enterprises.

These measures are part of Yugoslavia's planned program of reforming its domestic economy and foreign trade system. The overall goal of the reform is to modernize production, make Yugoslavia's products more competitive in world markets and direct domestic investment more efficiently. In addition, Yugoslavia's economists are determined to increase the stability of the economy, even at the cost of a cut in the rate of growth.

EEC ministers agree on common transport policy for community

Accord reached before French withdrew from Council meetings

On June 22, before France withdrew from Council meetings, the EEC Council of Ministers agreed upon the broad outline of a common policy covering transport of goods within the Community by rail, road and inland waterways.

Characterized by compulsory and reference tariffs, a system for publishing tariffs and other transport data, and a Market Supervision Committee, the policy is to be implemented in three stages that will extend into the next decade.

Conditions in the transport markets of the member states will be harmonized during the first two stages, through development of common policies governing entry into the carrying industries, the allocation of infrastructure costs, horizontal and vertical mergers and other competitive practices.

A common policy for financial stability of the railroads in the EEC is scheduled to go into effect by the end of the second stage, December 31, 1972.

Third stage unknown

The third and final stage of the common transport policy is yet to be defined.

The common system of tariffs includes the publication of both compulsory rates which will be applied to certain classes of traffic and rates outside the compulsory brackets which will be established on the basis of criteria fixed by the Council.

During the first stage (three years), probably from 1966 to 1969, the common transport policy will apply only to intra-EEC freight traffic between member states. The compulsory rate brackets will apply to intra-EEC road hauls exceeding 50 kilometers (31 miles) and to rail traffic. Private contracts will be permitted outside the compulsory rate brackets, but they must be justified and published. During this stage reference tariffs only will apply to intra-EEC inland waterway freight traffic.

During the second stage the tariff system will also apply to national transport. Compulsory tariffs will apply to road traffic above a certain distance and to rail traffic within the member states, while the reference tariffs will apply also to certain types of national and intra-Community transport of heavy goods to be defined by the Council and certain types of national transport defined by each member state.

Committee's work

The Market Supervision Committee will receive and publish tariff information, administer the common transport policy in general and periodically draw up reports on market trends.

While this agreement delineates the framework of the common transport system, certain aspects such as the size of rate brackets and the relationship with non-EEC countries were left to be determined when the implementing regulation is drafted.

The Council has agreed that the implementing regulation should contain a safeguard clause providing for intervention by a member state in its own transport market if its stability is threatened by developments in the Community transport market.

The provisions of this common transport policy will apply to transport falling under the European Coal and Steel Community treaty if it is not otherwise covered in that treaty.

Afghanistan alters taxes to stimulate exports

To stimulate exports of karakul and wool, Afghanistan has amended its regulations governing the exchange tax payable by exporters on the foreign exchange proceeds of their exports.

The exchange tax on karakul exports (formerly seven afghanis per dollar earned) has been eliminated and the tax on wool exports reduced from 11 afghanis to seven afghanis per dollar earned.

Exporters of karakul and wool are required to surrender their foreign exchange proceeds to the Government at the official rate of 45 afghanis per U.S. dollar.

The exchange tax (where applicable) is collected when the exchange is surrendered. Thus exporters previously realized only 38 of the 45 afghanis per dollar actually earned on karakul and 34 afghanis on wool. Those rates will now be raised to 45 afghanis for karakul and 38 afghanis for wool, thereby increasing the incentive to export.

The announcement does not cover stocks now in warehouses locally or overseas, but would affect this year's production.

New import policy published in Iran

Iranian import policy for the current Iranian year (March 21, 1965-March 20, 1966) contains only minor changes from that of the previous year.

In order to foster the development of Iranian industry and to curtail the expenditure of foreign exchange for luxury goods, a large number of items continue to be unauthorized for import. Most dutiable items are also assessed a commercial profits tax, the rate of which varies according to the essentiality of the import.

Changes in the commercial profits tax (CPT) of interest to U.S. exporters are cold storage trucks, special load carriers for use inside factories, tractors from 11 to 70 hp., and tractors from 70 to 90 hp. with rubber tires now are exempt from the tax.

Automobiles imported for use by Government agencies are now levied both the full customs duty and commercial profits tax. There is a minimum CPT of 30 percent ad valorem on imports of sports cars.

Component parts for automobile assembly are assessed a CPT of 79 cents per kilogram, as contrasted with last year's 26 cents. The CPT on imported tanned cattle hides has been raised from $2.90 to 270 rials $3.56 per metric ton.

Prior authorization

Other restrictions include the provision that imports of all patent and dosage medicines are subject to prior authorization from the Ministry of Health.

Imports of alkaloids are prohibited. Trucks other than cold storage trucks, special load carriers vans up to one-ton capacity, and heavy duty trucks with a capacity of nine tons and above are prohibited.

For questions on specific items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Ceylon to license spare parts to repair workshops

Ceylon has invited repair workshops engaged in the maintenance of motor vehicles, radios and watches to submit import license applications for their requirements of spare parts for the second half of 1965 under the Direct User Scheme (OBR 64-116, p. 5).

Investment potential for African lake shown in UN report

Rwanda Government will consider exploitation of methane resources

Lake Kivu in Rwanda reportedly contains large amounts of methane gas, which, if exploited, might take the form of bottled gas for use as an automotive fuel and for the operation of industrial equipment, such as generators and compressors.

According to a report, "Exploitation of the Methane Gas of Lake Kivu," prepared by a United Nations expert, the lake's methane gas, dissolved under hydrostatic pressure, remains stable in solution below a water depth of 250 meters.

It is reported that U.S. firms interested in developing the deposits for fuel or other uses would receive sympathetic consideration by the Government of Rwanda.

There are reportedly no rail heads at Lake Kivu but roads on the Rwandan side of the lake are adequate for truck transportation to the railhead at Kampala, Uganda.

Transportation available

No current railroad construction is planned but a paved road is being built from Bukavu, on the lake's southern tip, to Stanleyville on the Congo River. Cheap water transportation is available from that point to Leopoldville.

At present, Rwandan imports and exports use good dirt roads to the Kampala railhead.

For further information, **write** (preferably in French): Gaspard Cyimana, Ministere des Finances et du Commerce Exterier, Kigali, Rwanda.

For a copy of the report, on loan, **write:** Bureau of International Commerce, Office of International Investment, File IRD-H, Department of Commerce, Washington, D.C. 20230.

WATERWORKS VALVES

Licensing agreement sought for the manufacture of waterworks valves by firm already producing a fairly wide range of such valves but which wishes to take on new types and to incorporate recent developments into its production.

Write: C. A. Burgmann, Pty., Ltd., Fletcher and Bailey Sts., Adamstown, N.S.W. WTD.

HEAVY MACHINERY

Manufacture of pneumatic tube systems, heat transfer equipment, distilling and evaporation plants seeks license for heavy machinery for power plants, auxiliary installations for vessels, and apparatus for the chemical industry, particularly alcohol distilling plants.

Write: C. Aug. Schmidt Soehne GmbH, Hamburg, Germany.

APPLIANCES, EQUIPMENT

A leading Dutch manufacturer of appliances and equipment for the chemical and petrochemical industries seeks a U.S. license to make air coolers, appliances for natural gas treatment, air filters and mixing machinery.

Write: Electrolas Maatschappij, 1 Zoeterwoudseweg, Leiden, Netherlands. WTD.

Investment assistance

It is suggested that firms responding to investment opportunities listed in this section may wish to notify the Bureau of International Commerce of their action, so that further assistance may be extended where appropriate. A post card, or simply a carbon of the letter addressed to the foreign firm will be sufficient to insure receipt of additional information as available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by contacting BIC-8630, Room 1520, Department of Commerce, Washington, D.C., 20230. (Telephone 202-WO 7-4065 or WO 7-5367).

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-8120), Room 60598, Department of Commerce, Washington, D.C. 20230.

Liberia recommends establishment of palm oil kernel facility

Report cites abundant supplies of raw material requirements

Establishment of a palm kernel oil plant in Liberia offers an attractive investment opportunity according to a study conducted by a U.S. firm of consultants for the Liberian Development Corp.

The 31-page report points out that Liberia is a source of raw material in the form of palm kernels and a consumer of palm oil and meal derivatives. Ample kernels are now available to satisfy the maximum requirements of the suggested plant and markets exist for industrial crude oil, refined edible oil and residual meal.

It is recommended that a plant be set up to produce kernel oil for the local industrial market. Estimated total annual domestic industrial market for palm kernel oil is approximately 1.3 million pounds, used principally in soap manufacturing.

Potential abroad

Export potential for the industrial oil is also large due to the considerable trade in this commodity with European countries. Once established, the plant could add a refinery for a diversified production of edible oil and oil meal for local and possibly export markets.

Liberia is reported to offer a favorable investment climate for the potential investor and the Liberian Development Corp., created in 1961 as an independent Government agency, offers varied assistance, both technical and financial, as requested by a potential investor.

For further information and a copy of the study "A Palm Kernel Oil Plant in Liberia," **write:** Liberian Development Corp., P.M.B. 9033, Dept. of the Treasury, Monrovia, Liberia.

Iraq bans 20 more items

Iraq has added 20 items to its list of prohibited imports for 1965, bringing the total to 105. Among the new prohibited items are frozen and pickled vegetables, cigarette paper booklets, and plastic and rubber footwear, including rubber boots.

Swedish producer seeks U.S. licensees

A Swedish manufacturer is offering licenses to U.S. manufacturers for production of its corn cleaner and continuous process cooling rollers.

The corn cleaner is designed, according to aerodynamic principles, to blow away straw, chaff, earth, dust and other foreign bodies from the corn by a screw-shaped stream of air emanating from the bottom of the cleaner.

The cleaner is built so that it may readily be placed on top of driers and silos. The firm reports that its cleaner is highly effective, economical to operate, and is practically free from maintenance.

The cooling rollers are for use in industrial processes where refrigerating of wet shaped material is needed, as in the paper and plastics industry. Some of the advantages claimed by the manufacturer include dismountable outer mantle facilitating cleaning inside of roller; can be adjusted with great accuracy; inner mantles of the rollers can easily be insulated with glass fiber, rubber, cork, etc.; due to their special construction the rollers are easy to balance statically as well as dynamically; and the open construction of the rollers make them easily accessible for inspection and rust preventing process.

Two rollers offered

Two types of rollers are offered, one for uses where great accuracy is not required and the other for applications where surface finish and tolerance is critical. In addition to other cooling applications the rollers are also adaptable to continuous heating processes.

For additional information on these two products and the name and address of the Swedish manufacturer, **write:** Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, referring to File 1337.

Venezuela raises duties; requires import licenses

Venezuela has made prior import licenses a requirement on some 40 additional items.

Included in the new import license list are fluorescent tubes, straight, of 20 and 40 watts; electric horns; ignition coils; voltage regulators; gummed paper tape, with or without printing; galvanized plates and sheets of iron and steel; amplifiers and loudspeakers; radio telephone and radio telegraph receivers, television receivers, phonographs and record players; glass tableware decorated with decalcomanias or precious metal paints; and fishing twines and nets.

Items made subject to a higher duty rate in addition to a license requirement are vases, cups, and ash trays of glass or crystal; curtain rods and fittings of iron and steel; powder puffs; aluminum kitchen utensils; dog foods; and gummed paper tape with temporary backing.

Ecuador offers cattle raising opportunity

A prominent landowner in Ecuador with extensive holdings proposes a joint venture with a U.S. firm experienced in modern cattle raising techniques and methods.

Available for the project is part of one of the landowner's ranches comprising an area of approximately 4700 acres. This tract is located on the slopes of Mount Cotopaxi in the fertile Latacunga Valley about 42 miles south of Quito and about five miles east of both the paved Pan-american Highway and the Guayaquil—Quito Railroad.

Apart from its exceptionally accessible location, the ranch is currently producing income from about 2000 acres, the remaining 2700 reportedly being susceptible to clearing and put to pasture for beef cattle in a reasonably short period.

The income producing area is under lease to a firm which is cultivating it to raise pyrethrum for use in non-toxic insecticides.

According to the owner, there is sufficient running water for cattle raising in the lower half of the ranch and winter rainfall in the upper half is sufficient for grazing.

The amount of financial participation in the enterprise by a U.S. firm is subject to negotiation but the owner prefers to retain only a minority interest in the project. Consideration would be given to proposals for complete ownership by a U.S. investor.

Reportedly, the ranch itself, including the income producing area, is priced in the vicinity of $380,000.

Write: Jose Maria Plaza Lasso, Hacienda San Luis, 18 de Septiembre y 10 de Agosto, Quito, Ecuador. WTD.

EEC equalization fee is raised for some petroleum products

The EEC Commission has raised the equalization fee on certain petroleum products traded between member states.

These products under BTN headings 27.10, 27.11, 27.12 and 27.13B are normally subject to their full CXT rates when coming from non-EEC countries and are traded duty-free between members.

However, under a decision of April 1964, if these products are to be used as a raw material for chemical products or subject to specified cracking processes, they can enter the EEC duty-free, and are therefore subject to an equalization fee when processed and subsequently traded internally. This equalization fee is to be paid on internally traded goods having non-EEC imported components on which appropriate customs duties have not been levied (or have been refunded) upon entry into the EEC.

The equalization fee is computed as a percentage of the CXT for the imported component, and is scheduled to rise as the duty rates between member states fall. In light of the zero duty normally in effect on these products when traded internally, the Commission has issued a decision establishing the equalization fee for these products at 100% of their respective CXT rates.

The equalization fee for all other industrial products is 65% of their CXT rates.

Malaysian steel firm requests U.S. partner

A Malaysian firm proposes a joint venture with an experienced U.S. steel producer to establish a plant on a 37-acre site near Penang.

Planning calls for the production of round rod-iron, square rod-iron, fan-shaped rod-iron, angle rod-iron and cast-iron. Initial monthly production is estimated at 1,000 tons, to be gradually increased to 1,800 tons.

The total cost of the project is estimated at around $825,000 of which the U.S. participant would be asked to contribute approximately $335,000.

Write: Lee Cheng Tin, Managing Director, Thye San Steel Mill, Ltd., 14 China St., Penang, Malaysia.

Prequalification bids requested for Spanish port construction jobs

The Spanish Government invites three separate bids, covering construction and improvements to exterior docks and the widening of a counterdike. Work on these projects, financed with World Bank loans, is scheduled to start in March 1966 and finished within 60 months, 39 months, and 36 months.

Interested firms should submit their proper documentations before Aug. 19 to be included in the Government's eligibility bidding list. Bids, written in Spanish, will be accepted until Nov. 13 by the Direccion General de Puertos y Senales Maritimas (Section 4ª), Ministerio de Obras Publicas Madrid (3).

Descriptions and some details of the three contracts are:

No. 2 contract covers about 198 yards of exterior docks of the Port of La Luz and Las Palmas in the Canary Islands, to be finished 60 months from starting date next March with $191,000 bond deposit required.

No. 3 contract covers constructing about 36 yards of dock, known as Muelles de la Ribera de Lezo for the Port of Pasajes (Guipuacoa) in Northern Spain. Finishing time is 39 months from start next March. A $25,000 bond must be deposited by firms permitted to bid.

No. 4 contract is at the Barcelona Port and covers widening the counterdike about 13 yards in a 49-yard length. Work is to start in March 1966, and to be finished within 36 months. The bond deposit required is $25,000.

One copy (in Spanish) on each of these requests to bid is available for review only, not for loan, in the Building Materials & Construction Industries Division, Rm. 4014, BDSA (6460), Department of Commerce, Washington, D.C.

New Zealand invites bids on construction of tunnels for power development program

New Zealand's Ministry of Works seeks bids, under three separate contracts, from civil engineering contracting firms on the building of a number of different sizes of tunnels, totaling 23 miles in length.

These tunnels are in the central area of the North Island halfway between Auckland and Wellington and will be part of the Tongariro Power Development.

Preliminary work on the U.S. $197 million Tongariro hydro-electric power project has progressed to the tunnel tender document stage. Power generated by this project is reported to be 330,000 kw for the first three stages. The tunneling is part of the first three stages, estimated to cost about $129 million; the fourth stage, still under study, will bring it to the total cost for the entire project.

Interested contractors are invited to register, in writing, to the Secretary, Tenders Board, Ministry of Works, P.O. Box 8015, Wellington, New Zealand in order to bid on Contract Nos. 1, 2 or 3 before the deadline, which is 4 p.m., Tuesday Nov. 16.

Formal documents for Contract No. 1 for 10½ miles of tunnel probably will be issued to the registered contractors this month. Documents for Contract Nos. 2 and 3 for an additional 13 miles of tunnel will be available sometime early in September and a public advertisement will be made. Sets of documents for the three contracts will cost about U.S. $56 each which will be refunded upon receipt of a bona fide tender or the return of the documents in good condition.

A copy of the "Notice of Intent" is available to firms located in the U.S. from the Building Materials & Construction Industries Division, Rm. 4014, BDSA-6460, Department of Commerce, Washington 20230. Telephone: 202-967-3601.

Burmese tender requests bids on ultraviolet lamps, ovens, heaters, hot plates

Burma is offering a tender including but not limited to Electric water baths; electric hot plates; ultraviolet lamps; electric heaters, sand baths; calorimeters; thermometers; and ovens.

The tender No. is 614/EL(G) 64-65, and the bid deadline is Aug. 23. Bids should be submitted to the Divisional Manager, Electrical Stores Corporation Line (17), Rangoon, Burma.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Grain silo design services sought by Iraqi Government

The Director General of the Grain Board, Ministry of Economics, Government of Iraq, wishes to contact consulting engineering associations with experience in designing grain silos.

Interested firms should submit a brief resume of their experiences. This information will also assist the Board in preparing public tenders for future construction of silos in the Baghdad area.

Replies should be directed to the Commercial Attache, American Embassy, Baghdad, for the Grain Board, Government of Iraq, or to the Iraqi Embassy, Washington, D.C. No other way of contact will be considered.

Consultants' services sought for Libyan cement factory

Technical consultants specialized in the cement industry are invited to submit studies for the construction of a crushed and broken stone cement plant.

Information on layout and factory specifications may be obtained from the company's temporary office, Ess. Assenussi Shama, 63 Giaddat Omar Muktar, P.O. Box 448, Benghazi.

Joint construction bids on port improvements sought by Saudi Arabia

The Saudi Arabian Ministry of Communications invites interested U.S. contractors to bid and make joint offers with Saudi Arabian companies on Jidda port extension construction and improvement projects.

The Saudi Arabian Government, in many contracts, favors companies making joint offers with Saudi Arabian firms over the equally qualified firms acting alone.

The contract, in two parts, includes:

Erecting two lighthouses on reefs about 19 miles offshore, six lighted channel markers and all the connecting equipment.

Constructing eight deep-water berths for ocean going vessels, plus administration buildings, pilgrim reception center, transit sheds and accompanying facilities. Cranes, automatic equipment and facilities for the necessary dredging are to be included in the contract.

In order to submit bids, for either part of the contract or both, interested contractors must provide their qualification before Aug. 15 by furnishing the firm's financial record, similar experience in full detail, and qualifications of senior employees to Sir William Halcrow & Co., Alliance Bldg., Hackston St. London S.W., England, and send a copy to Director General of Ports & Lighthouse, Ministry of Communications, Riyadh, Saudi Arabia.

From the submitted qualifications, formal calls for tenders from the selected list of approved firms will be announced in about three months.

Cyprus seeks bids on tape recorders, P. A. systems

Cyprus is offering a tender for two overhead portable projectors with accessories; one printing and processing equipment for producing transparencies of paper copies, with accessories; one portable tape recorder, with accessories; one transistor recorder; five transistorized self-contained amplifiers with loudspeaker; one portable column type public address system.

The tender No. is 28/65 and the bid deadline is Aug. 14. Bids should be submitted to the President of the Tender Board, Treasury, Nicosia, Cyprus.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

UAR extends bid deadline

The General Organization of Industrialization, 6, Khalil Agha St., Garden City, Cairo, has extended the bid deadline for the erection of a complete corrugated board box plant to Oct. 5 (INTERNATIONAL COMMERCE, May 10, p. 26, under SIC No. 355).

Highway construction bids invited by Libya; bidders must submit required data

The Road Department of the Government of Libya's Communications Ministry invites bids on the construction of a 16-mile double carriage highway from Tripoli to the Idris Airport.

Tender documents and specifications are available upon a nonrefundable payment of about U.S. $240 from either the above Ministry of Communications in Tripoli or from the Controller of Roads Department in Benghazi.

The original deadline date has been extended to 10 a.m., Oct. 5. The tender No. is 646. Sealed bids should be submitted to the Secretary, Central Tenders Board, Ministry of Finance, Shiara Shatt, Tripoli. The bidder must submit his guarantee in one of the two usual forms.

Additional information to be submitted is to include commercial license number and place of issue; type of authorized work; references substantiating at least five years experience in road construction work and that the firm has civil engineers who are specialists in this field; sufficient equipment necessary for the road construction approved with an ownership certificate and a complete list of them, and a financial reference.

A 10% deposit will be required when the successful bidder signs the contract.

Air filters, dryers, freon gas, testing and measuring instruments needed in Burma

Burma is offering a tender including but not limited to:

Electric-driven vacuum pump for refrigeration and air conditioning systems; charging cylinder outfits for refrigerants; air filters; dryers; hermetic compressor units; strongly acidication exchange resin; freon gas; testing and measuring instruments.

The tender No. is DPES. 49/65, and the bid deadline is Aug. 20. Bids should be submitted to the Office of the Director of Procurement, Defense Dept., Ministry of Defense, Rangoon, Burma.

Tender terms and specifications are available on a loan basis to firms located in the U.S. from the Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-2939.

Burma issues two tenders for electrical spare parts

The Electrical Stores Corp., Line 17, Government of the Union of Burma, has issued two tenders calling for various items of electronics and electrical spare parts.

Tender No. 604/EL (G) 64-65 calls for quantities of "tin-copper" wire on spools.

Tender No. 608/EL (G) 64-65 calls for quantities of various electronic items including tubes, capacitors, transformers, fuses.

Bid deadline for both tenders is Aug. 21 in Rangoon, at the Office of the Divisional Manager, Electrical Stores Corp.

Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-6420, Rm. 4117, Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4036.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120, Department of Commerce, Rm. 6059 B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated. Approximate foreign tariff rates and customs applicable to the products listed below may be obtained from the Department of Commerce or the Department of Commerce field offices.

010 Commercial farms

CEYLON—Flower and vegetable seed. Lane & Co. (importer), P.O. Box 19, Nuwara Eliya. WTD 7/16/65.

013 Livestock farms

CEYLON—Day-old chickens. K. M. M. Saeed (importer), No. 95 Campbell Place, Colombo. WTD 7/16/65.

194 Sighting, fire control equipment

FINLAND—Sighting and fire control equipment, including electronic or other new devices, equipment and components for military weapon control use. Requests full details, prices, terms. Direct purchase or agency. Machinery Oy (importer, wholesaler, agent), Vanha Kauppakuja, P.O. Box 129, Helsinki. WTD 7/2/65.

200 Food

ITALY—Foodstuffs, all types, including canned fruits and vegetables, juices, frozen turkeys; best quality desired. Ligabue S.p.A. (ship chandler), Piazzale Roma 499, Venezia. WTD 5/17/65.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

201 Meat products

BELGIUM—Bleachable fancy tallow, tallow No. 2, other animal greases. Direct purchase or agency for Belgium, other EEC countries, Great Britain. Joseph Franceus (importer,

agent, exporter), 60 Rue Ravenstein, Brussels. WTD 6/26/65.

FRANCE—Frozen meats, offals. Direct purchase and agency. Ste Maine-Viande Socopa (importer, manufacturer, wholesaler), Cherre, par la Ferte-Bernard, Sarthe. WTD 5/7/65.

203 Canning, preserving foods

BELGIUM—Canned vegetables, fruits and fruit juices. Direct purchase or agency for Belgium, Luxembourg, Netherlands, Congo. Intrago (importer, agent), 167 Avenue Emile Max, Brussels. WTD 12/2/64.

HONG KONG—Shelled California almonds; yellow split peas; garbanzo chick peas; all in 1-lb. cans, packed in cases of 24. I. S. Brothers Co. (importer, exporter), 1306 Wing On Life Bldg., 22A Des Voeux Road Central (P.O. Box 14808), Hong Kong. Cable Address: ATTARS Hong Kong. WTD in preparation.

204 Grain mill products

FRANCE—U.S. patented compound feedstuffs. C.E.D.I.A. (Centre d'Expansion de Dietetique Animale) (manufacturer, dealer/agent), 7 Place Saint-Augustin, Paris 8e. WTD 4/8/65.

Complete feedstuffs for poultry, livestock, pet animals. Requests replies in French. Societe Soparel (manufacturer, dealer), Igoville, par Alizay (Eure). WTD 5/3/65.

207 Confectionery

BELGIUM—Confectionery, dried fruits, cookies. Direct purchase or agency. Etablissements Simonet & Co. (importer, wholesaler), 16 Avenue Hansen Soulie, Brussels 4. WTD 7/7/65.

208 Beverage industries

ITALY—Bourbon whisky; best quality desired. Ligabue S.p.A. (ship chandler), Piazzale Roma 499, Venezia. WTD 5/17/65.

209 Food preparations

BELGIUM—Diet foods, all kinds. Direct purchase or agency for Belgium and other EEC countries. Laboratoires Caducea (importer, exporter, manufacturer), 164 Rue Fr. Gay, Brussels. WTD 6/26/65.

220 Textile mill products

BELGIUM—All kinds of fabrics for drapes, curtains, upholstery for household furnishing. Direct purchase or agency for Belgium, Luxembourg and Netherlands. Werner Naets (importer, wholesaler, agent), 43 Chaussee de Charleroi, Brussels. WTD 6/26/65.

Curtains, bed spreads, table linen, etc., of nylon, Dacron, other synthetic textiles. Direct purchase or agency. Vimex (importer, wholesaler), 263 Boulevard Leopold II, Brussels. WTD in preparation.

CYPRUS—Shirtings, plied yarn fabric, spun rayon, jacquard, greydobby, fine. Importer, distributor, shirt-maker interested in agency agreement and direct purchase. H. Avakian, 136 Ledra St., Nicosia. WTD 7/12/65.

221 Broad woven fabric mills, cotton

AUSTRALIA—Fabrics, cotton. Direct purchase and agency. Mr. H. L. McCowan, C. T. Bowring Services (A/asia) Pty. Ltd. (importer, exporter), 32 Bridge St., Sydney, N.S.W. WTD 7/19/65.

222 Broad woven fabric mills, man-made fiber, silk

AUSTRALIA—Synthetic—polyester—fabrics. Direct purchase and agency. Mr. H. L. McCowan, C. T. Bowring Services (A/asia) Pty. Ltd. (importer, exporter), 32 Bridge St., Sydney, N.S.W. WTD 7/19/65.

JORDAN—Dacron suiting materials; silk lining materials; in standard packing pieces. Eastrade (commission agent), P.O. Box 837, Amman. WTD 1/14/63.

228 Yarn, thread mills, products

AUSTRALIA—Yarns: cotton; man-made, i.e., synthetic; metallic; fancy; wool. Direct purchase and agency. Mr. H. L. McCowan, C. T. Bowring Services (A/asia) Pty. Ltd. (importer, exporter), 32 Bridge St., Sydney, N.S.W. WTD 7/19/65.

229 Textile goods

AUSTRALIA—Plastic marking tape for traffic markings on roads. Requests samples and prices cif Brisbane; direct purchase and agency. H. M. Russell & Co. Pty. Ltd. (importer, wholesaler), Commercial Road & Florence St., Fortitude Valley, Brisbane, Queensland. WTD 7/12/65.

MEXICO—Cotton and wool waste; requests replies in Spanish. El Leon, S.A. (manufacturer, importer), Av. Cuatro No. 6, Naucalpan de Juarez, Edo. de Mexico. WTD 4/1/65.

230 Apparel

BELGIUM—Men's, youths', boys' sportswear, including raincoats. Direct purchase or agency. Milrain Sports (importer, retailer, agent), 42 Rue Montagne aux Herbes Potageres, Brussels. WTD 6/24/65.

HONG KONG—Men's neckties with creative designs; sportswear for men; women's blouses. L. E. Tels & Company's Trading Society (importer, exporter), Ninth Floor, United Chinese Bank Bldg., Des Voeux Road Central, Hong Kong. WTD 8/20/64.

231 Men's, youths', boys' suits, coats, overcoats

CYPRUS—Suits, non-military uniform. Importer, distributor, shirt-maker interested in agency agreement and direct purchase. H. Avakian, 136 Ledra St., Nicosia. WTD 7/12/65.

232 Men's, youths', boys' furnishings

CYPRUS—Neckties for men, youths, boys. Importer, distributor, shirt-maker interested in agency agreement and direct purchase. H. Avakian, 136 Ledra St., Nicosia. WTD 7/12/65.

SURINAM—Men's apparel such as undershirts and shorts, stretch nylon swimming trunks. Pacific Trading Co. (wholesaler, retailer, importing distributor, commission merchant), Saramaccastraat 45 (P.O. Box 1009), Paramaribo. WTD 5/25/65.

233 Women's, misses', juniors' outerwear

BELGIUM—Women's, misses', juniors' sportswear, including raincoats. Direct purchase or agency. Milrain Sports (importer, retailer, agent), 42 Rue Montagne aux Herbes Potageres, Brussels. WTD 6/24/65.

234 Women's, misses', children's, infants' under garments

FRANCE—Women's fine lingerie. L'Indemaillable (manufacturer, dealer), 16 bis, Avenue Parmentier, Paris 11e. WTD 5/10/65.

SWEDEN—Dressy water-proof pants, stretch terry pyjamas print, stretch terry pyjamas knit for babies. Company interested in importing these articles or manufacture on license above mentioned products if material is supplied. Bjorn Jakobson AB (exporter, wholesaler, manufacturer), Bjornstigen 19, Solna. WTD 7/14/65.

242 Sawmills, planing mills

ENGLAND—Wood and plastic veneers for use in furniture manufacture and storefitting industries. Agency and direct purchase. Jaffe (Veneers) Ltd. (exporter, importer, sales agent), 59-65 Three Colts Lane, Bethnal Green, London, E.2. WTD 7/21/65.

ITALY—Douglas fir. Ing. Apollonio & Ci. (manufacturer), Via Marangoni 7, P.O. Box 106, Cortina d'Ampezzo (Belluno). WTD 7/8/65.

249 Wood products

FINLAND—Hickory for manufacturing skis. Requests full details, prices. Direct purchase or agency. Oy Thomen Metsatoimisto (importer, exporter, agent), E. Esplanaadikatu 18, P.O. Box 6225, Helsinki. WTD 7/21/65.

261 Pulp mills, products

PAKISTAN—Kraft, 200 tons; wood pulp and pulp of all sorts, 300 tons. Sethi Strawboard Mills Ltd. (manufacturer), G. T. Rd., Rahwali, Dist. Gujranwala. WTD 9/25/64.

262 Paper mills, products

● **NEW ZEALAND**—Offset art paper, 600 reams, gloss finish, 23″ x 36″, 100 lb. Tender No. 1912, bid deadline Aug. 16. Government Printing Office, Waterloo Key, Wellington. Copies of specifications available from: New Zealand Senior Trade Commissioner in the U.S.A., 1145-19th St. NW., Washington, D.C. 20036.

PAKISTAN—Cellophane, 10 tons; kraft, 300 tons; kraft liner, 200 tons; tissue, 200 tons. Waste kraft cuttings, waste kraft bags, waste kraft wrapping, damaged cartons, corrugated board and boxes, 300 tons. Fluting, 200 tons. Sethi Strawboard Mills Ltd. (manufacturer), G.T. Rd., Rahwali, Dist. Gujranwala. WTD 9/25/64.

263 Paperboard mills, products

MEXICO—Kraft paper, waste. Direct purchase or agent. Eugenio Binetter (importer, sales agent), Lopez Cotilla 719, Mexico, D.F. WTD 10/14/64.

264 Converted paper, paperboard products

BELGIUM—Stationery, tablets, writing paper, envelopes, related products for stationery store. Etablissements Marcel Soulet (importer, wholesaler, agent), 4 Quai a la Chaux, Brussels. WTD 6/29/65.

Notebooks, pads, tablets, writing paper, etc., for stationery store. Direct purchase or agency. Maison G. Couvreur (importer), 15 Rue de la Tourelle, Bruxelles. WTD 7/1/65.

271 Newspapers

FRANCE—Newspapers. Direct purchase and agency. Europeriodiques S.A. (importer, retailer, commission merchant, agent), 72 Bld. Senard, Saint-Cloud (S & O). WTD 5/5/65.

272 Periodicals

FRANCE—Periodicals. Direct purchase and agency. Europeriodiques S.A. (importer, re-

tailer, commission merchant, agent), 72 Bld. Senard, Saint-Cloud (S & O). WTD 5/5/65.

273 Books

FRANCE—Books, all types. Direct purchase and agency. Europeriodiques, S.A. (importer, retailer, commission merchant, agent), 72 Bld. Senard, Saint-Cloud (S & O). WTD 5/5/65.

280 Chemicals

★★ **IRAQ—Trade Mission**

Alkyd resins, lithopone, miscellaneous solvents, drying agents, assorted pigments, emulsifiers. National Paint Co. W.L.L. (manufacturer), Basra. WTD 6/22/65. TM 130.

281 Industrial chemicals

BELGIUM—Industrial chemicals, particularly coal tar by-products. Direct purchase, for Belgium and Western Europe. Sochimet S.A. (importer, exporter), 11 Rue Gineste, Brussels. WTD 5/28/65.

BRAZIL—Nitrogenous, potassic and phosphate fertilizer materials (not compounds). Direct purchase for own use and exclusive representation for Brazil. Companhia Comercio e Navegacao (mixer, wholesaler), Avenida Rio Branco 103, 8° andar, Rio de Janeiro ZC-21 Caixa Postal 482 ZC-00. WTD 3/19/65.

● **ECUADOR**—Aluminum sulfate, purified for water treatment containing 17% water soluble alumina (Al_2O_3) and no more than 0.75% iron (F_2O_3), 700 m.t., offers cif Guayaquil. Tender No. Licitacion No. 4, bid deadline Aug. 16. Secretaria, Empresa Municipal de Auga Potable, Calle Garcia Moreno 883, Quito.★ (Telephone: 202-WO 7-3468).

FRANCE—Lindane (chemical products). Quotation desired for prompt shipment of lot of 500 kilograms (1,102 lb.) fob or cif French port. Laboratoires Tolosan (producers, wholesalers), Castanet-Tolosan, Haute-Garonne. WTD 5/28/65.

KOREA—Ammonium chloride for dry battery manufacturing. Honam Electric Industrial Co., Ltd. (importer, manufacturer), C.P.O. Box 344, Seoul. WTD 7/16/65.

MEXICO—Oxygen, acetylene and industrial gases. Direct purchase or agency. Oxigeno del Valle de Mexico, S.A. (manufacturer, wholesaler, retailer), Av. del Trabajo No. 4, Xocoyahualco, Edo. de Mexico. WTD 11/13/64.

PAKISTAN—Caustic soda, 1,000 tons; dyes, all sorts, 100 tons; wax, 10 tons. Sethi Strawboard Mills Ltd. (manufacturer), G.T. Rd., Rahwali, Dist. Gujranwala. WTD 9/25/64.

282 Synthetic materials

AUSTRALIA—Fibers, synthetic, acrylic. Direct purchase and agency. Mr. H. L. McCowan, C. T. Bowring Services (A/asia) Pty. Ltd. (importer, exporter), 32 Bridge St., Sydney, N.S.W. WTD 7/19/65.

ITALY—Synthetic rubber. Direct purchase and agency. Franco Rol (importer, wholesaler, agent), Corso Generale Govone, 10 Turin. WTD 7/20/65.

MEXICO—Artificial fibers, all kinds. Requests replies in Spanish. El Leon, S.A. (manufacturer, importer) Av. Cuatro No. 6, Naucalpan de Juarez, Edo. de Mexico. WTD 4/1/65.

PAKISTAN—Polyethylene, virgin natural high clarity film grade within melt range of 1.5 and density up to .92; requests quotations c&f Karachi; direct purchase and agency. M. Nasir & Co., Virgi St., Jodia Bazar, Karachi. WTD 11/2/64.

SPAIN—Polyethylene for manufacturing rope and fish nets. Redesmar, S.A. (importer, manufacturer), Aptdo. 2, Callosa de Segura (Alicante). WTD 7/14/65.

283 Drugs

BELGIUM—Pharmaceutical preparations including dietary depressants and dietary supplements. Direct purchase or agency, Belgium, other EEC countries. Laboratoires Caducea (importer, exporter, manufacturer), 164 Rue Fr. Gay, Brussels. WTD 6/26/65.

Pharmaceutical specialties for human and veterinary uses, including feed additives. Direct purchase, for Belgium and Luxembourg. Philips S.A. (importer), Division Duphar, Produits Chimiques et Pharmaceutiques, 37 Rue d'Anderlecht, Brussels 1. WTD in preparation.

FRANCE—Veterinary pharmaceutical preparations—piperazine and salts, antibiotics, others. Requests replies in French. Societe Soparel (manufacturer, dealer), Igoville, par Alizay (Eure). WTD 5/3/65.

MEXICO—Veterinary products, including bulk vitamins, antibiotics, vaccines, other biological products. Direct purchase and agency. Laboratorios Century Chemical, S.A. (manufacturer, importer, wholesaler, retailer), Calle Tres Cruces No. 35, Mexico, D. F. WTD 11/17/64.

PAKISTAN—Pharmaceuticals, medicines; value $5000, repeat license. Dodhy Agencies (importing distributor), 2 McLeod Rd., Lahore, West. WTD 7/21/65.

284 Soaps, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—Depilatories, hair coloring, wave setting, other dressings and preparations used by coiffeurs. Direct purchase or agency. Ladylux (wholesaler), 37 Rue Stanley, Brussels. WTD 6/30/65.

Depilatories, cosmetics, toilet preparations. Direct purchase and agency. Laboratoires du Dr. Renaud de Paris S.P.R.L. (manufacturer), 127 Avenue Henri Jaspar, Brussels. WTD in preparation.

Perfumes, all kinds of cosmetics and toilet preparations. Direct purchase or agency. Laboratoires Andral S.A. (importer, manufacturer), 38 Rue du Luxembourg, Brussels. WTD 7/8/65.

Cosmetics and toilet preparations. Direct purchase or agency for Belgium, other EEC countries. Laboratoires Caducea (importer, exporter, manufacturer), 164 Rue Fr. Gay, Brussels. WTD 6/26/65.

SURINAM—Cosmetics: Shampoos, brilliantine, hair pomade. Pacific Trading Co., Ltd. (wholesaler, retailer, importing distributor, commission merchant), Saramaccastraat 45 (P.O. Box 1009), Paramaribo. WTD 5/25/65.

285 Paints, varnishes, lacquers, enamels

SWEDEN—Raw materials for paint, varnish, plastics industries. Direct purchase and agency. E. Landerholm (importer, sales agent), Tradgardsvagen 4, Huddinge. WTD 10/14/64.

286 Gum, wood chemicals

AUSTRALIA—Naval stores, oils and rosins for surface coating and resin manufacturing. Direct purchase and agency. Mr. H. L. McCowan, C. T. Bowring Services (A/asia) Pty. Ltd. (importer, exporter), 32 Bridge St., Sydney, N.S.W. WTD 7/19/65.

287 Agricultural chemicals

NEW ZEALAND—Fertilizer and fertilizer raw materials. Mr. Boris Carone, Wm. Scollay & Co., Ltd. (importer, exporter, manufacturers' representative), P.O. Box 2377, Wellington. WTD in preparation.

TURKEY—DDT, insecticides, pesticides, fungicides. Melih Tipi ve Veysi Midil Dort Eczaci Kollektif Ortakligi, Karamustafapasa Cad., Neslihan 71, Kat 6, Galata, Istanbul. WTD 3/16/65.

289 Chemical products

BELGIUM—Radioisotopes for research, medicinal and industrial use. Direct purchase or agency for Belgium and Luxembourg. Nucleobel S.A. (importer), 266B Avenue de Tervueren, Brussels. WTD in preparation.

KOREA—Manganese dioxide for dry battery manufacturing. Honam Electric Industrial Co., Ltd. (importer, manufacturer), C. P. O. Box 344, Seoul. WTD 7/16/65.

Micro-crystalline wax for dry battery manufacturing. Honam Electric Industrial Co., Ltd. (importer, manufacturer), C. P. O. Box 344, Seoul. WTD 7/16/65.

PAKISTAN—Carbon black, 25 tons; adhesives, 100 tons; printing inks, colors bismuth blue, violet blue, congo red; value $50,000. Sethi Strawboard Mills Ltd. (manufacturer), G.T. Rd., Rahwali, Dist. Gujranwala. WTD 9/25/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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291 Petroleum refining

● **BURMA**—Aviation gasolines: 6,800 l.t. (bulk) 100/130 grade; 231.44 l.t. (packed in 44-gal. drums) 80/87 octane. Various tonnage to be delivered from Dec. 15 to Oct. 15, 1966. Tender No. PaYaLa/LaYa/2, bid deadline Sept. 15. Marketing Manager, People's Oil Industry, 622 Merchant St., Rangoon.★ (Telephone: 202-WO 7-2421).

MOROCCO—Refined and semi-refined paraffin in bars, double jute bags or cardboard drums, for manufacture of candles. Quotations Casablanca. SEBAM—Societe d'Exploitation de Bougies au Maroc (manufacturer), 53 Rue Emir Abdelkader, Casablanca. WTD 7/13/65.

295 Paving, roofing materials

KOREA—Oxidized asphalt for dry battery manufacturing. Honam Electric Industrial Co., Ltd. (importer, manufacturer), C. P. O. Box 344, Seoul. WTD 7/16/65.

299 Products of petroleum, coal

JAPAN—Petroleum by-products for up-keep of lawns, especially for adding or promoting greenness of lawns and golf course greens. Fuji Machinery Export, Ltd. (manufacturer, exporter, importer), 29 Higashi-Hirano-machi 2-chome, Minami Ku, Osaka. WTD in preparation.

301 Tires, Inner tubes

● **IRAQ**—Tires, 2,805; inner tubes, 2,723;

various sizes and types. Tender No. 2/65, bid deadline not yet fixed but probably late August. African Iraqi Trading Co., P.O. Box 17, Baghdad.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

FRANCE—Rubber garden hose. Ste Internationale de Distribution et d'Approvisionnement (importer, wholesaler, agent), 30-32 Place St. Georges, Paris 9e. WTD 5/6/65.

307 Plastic products

BELGIUM—Table cloths, center pieces, lace mats, etc., of plastic material. Direct purchase or agency. Vimex (importer, wholesaler), 263 Boulevard Leopold II, Brussels. WTD in preparation.

Pipes, conduits, gutters, etc., of plastic. Direct purchase or agency for Belgium and Luxembourg. Mr. G. De Krock (manufacturer), 91-93 Rue Ulens, Brussels. WTD 6/9/65.

Handbags, briefcases, dressing cases, etc., of plastic. Direct purchase or agency for Belgium and Luxembourg. Maroquinerie du Parnasse (importer, agent), 78 Avenue de Stalingrad, Brussels. WTD 6/29/65.

Bags, dressing cases, suitcases, briefcases of imitation leather. Direct purchase or agency. Etablissements Sacobel (importer, retailer), 13 Rue Sainte Catherine, Brussels. WTD 6/26/65.

FRANCE—Plastic garden hose. Ste Internationale de Distribution et d'Approvisionnement (importer, wholesaler, agent), 30-32 Place St. Georges, Paris 9e. WTD 5/6/65.

MEXICO—Plastic foam in rolls with laminated cloth surface, for fabricating insoles. Requests replies in Spanish. Productos Victor—Victor M. Campos Silva (manufacturer, importer, wholesaler), Oriente 57-269, Col. Ixtaccihuatl, Mexico 13, D. F. WTD 6/16/65.

311 Leather tanning, finishing

ITALY—Chrome leather and reptile skins for shoes, cases, bags, belts. Fratelli Di Stefano (importer, wholesaler, retailer), 8 Piazza Mazzini, Catania, Sicily. WTD 7/23/65.

314 Footwear, except rubber

HONG KONG—Men's leather shoes. L. E. Tels & Company's Trading Society (importer, exporter), Ninth Floor, United Chinese Bank Bldg., Des Voeux Road Central, Hong Kong. WTD 8/20/65.

317 Handbags, personal leather goods

BELGIUM—Handbags, briefcases, dressing cases, etc., of leather. Direct purchase or agency for Belgium and Luxembourg. Maroquinerie du Parnasse (importer, agent), 78 Avenue de Stalingrad, Brussels. WTD 6/29/65.

Bags, dressing cases, briefcases. Direct purchase or agency. Etablissements Sacobel (importer, retailer), 13 Rue Sainte Catherine, Brussels. WTD 6/26/65.

322 Glass, glassware

BELGIUM—Pressed and blown glass products except containers. Direct purchase or agency for Belgium and Luxembourg. Argal S.A. (importer, wholesaler), 33 Rue Americaine, Brussels. WTD 6/28/65.

323 Glass products

BELGIUM—Bullet-proof and other special glass for armored vehicles. Direct purchase or agency for Belgium and Luxembourg. Surveillance and Securite S.A. (importer, agent), 33 Avenue des Cerisiers, Brussels. WTD in preparation.

326 Pottery, related products

BELGIUM—Fine china tableware. Direct purchase or agency for Belgium and Luxembourg. Argal S.A. (importer, wholesaler), 33 Rue Americaine, Brussels. WTD 6/28/65.

● **IRAQ**—80,000 brown glazed porcelain insulators (500 and 11,000 v.); 55,000 galvanized steel insulator pins made according to Bureau of Standards Specification 137/1941. Tender No. 15/65 (57/B/65), bid deadline Aug. 15. Directorate General, National Electricity Administration, Nafoora Square, 166 Jumhooriya St., Baghdad.★ (Telephone: 202-WO 7-4387).

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Special abrasives. Direct purchase and agency. Societe des Ponces Abrasifs & Meules—S.P.A.M. (importer, wholesaler, manufacturer), 165 Route de Versailles, Ville d'Avray (Seine & Oise). WTD 5/5/65.

● **GUATEMALA**—20 tons of colloidal bentonite for water well drilling and aqueduct construction activities under program of the Ministry of Public Health & Social Welfare. Tender No. 24-65, bid deadline 9 a.m. Aug. 17. Departamento de Bienes Nacionales y Licitaciones, 3a. Calle 3-49, Zona 1, Guatemala City. (Only offers from firms legally established in Guatemala will be considered).

331 Steel mill products

AUSTRIA—Bars and bar size shapes, structural shapes, plate and sheet, galvanized sheet, welded and seamless pipes. Direct purchase and agency. Eisen-Rhomberg, Inh. Herwig Rhomberg (importer, wholesaler, agent), Hauptstrasse 33, Goetzis, Vorarlberg. WTD 7/21/65.

FRANCE—Crude steel products and/or semi-finished steel products and/or finished steel products, except stainless and refractory steel. Direct purchase and agency. Stainless S.A. (wholesaler), 7 rue de Rouvray, Neuilly-sur-Seine (Seine). WTD 4/5/65.

New iron for builders. Direct purchase and agency. Muller & Cie (importer, distributor), 52 Grand Rue, Diemeringen (Bas-Rhin). WTD 7/21/65.

★★ **IRAQ—Trade Mission**

Tin plate for cans, 32" x 22". National Paint Co. W.L.L. (manufacturer), Basra. WTD 6/22/65. TM 141.

332 Iron, steel foundries

PAKISTAN—Malleable iron pipe fitting, black and galvanized; requests quotations c&f Karachi; direct purchase and agency. M. Nasir & Co. (importer, agent), Virji St., Jodia Bazar, Karachi-2. WTD 11/2/64.

TAIWAN—Scrap iron. Annual requirement: 50,000 tons for first grade; 200,000 tons for second grade. Hwei Chung Trading Co., Ltd. (importer, exporter), 229 Minchuan West Rd., Taipei. WTD 9/16/64.

333 Primary smelting, refining of nonferrous metals

FRANCE—Nonferrous metals, especially bronze. Requests replies in French. Fonderie Moderne Strasbourgeoise, S.A. (manufacturer, importer), 8 Rue du Chemin de Fer. Strasbourg-Koenigshoffen (Bas-Rhin). WTD 7/22/65.

● **SUDAN**—60 m.t. of lead ingot refined 99.97% minimum purity, to be supplied in ingots weighing 75/80 lb. each. Contract No. 3322, bid deadline Aug. 17. Sudan Railways, Offices of Controller of Stores, Atbara.

335 Rolling, drawing, extruding of nonferrous metals

AUSTRIA—Copper sheet. Direct purchase and agency. Eisen-Rhomberg, Inh. Herwig Rhomberg (importer, wholesaler, agent), Hauptstrasse 33, Goetzis, Vorarlberg. WTD 7/21/65.

BELGIUM—Sectional bars, other aluminum manufactures for building trade. Direct purchase and agency. Atelier Verkest (manufacturer), 108 Rue Georges Moreau, Brussels. WTD 6/28/65.

342 Cutlery, hand tools, general hardware

AUSTRIA—Hand tools and miscellaneous hardware. Direct purchase and agency. Eisen-Rhomberg, Inh. Herwig Rhomberg (importer, wholesaler, agent), Hauptstrasse 33, Goetzis, Vorarlberg. WTD 7/21/65.

Door knobs with built-in locks, cylinder locks, cylinders for cylinder locks. Zeus-Baubeschlaegefabrik Wunsch & Vogl (manufacturer, importer), Neulinggasse 29, Vienna III. WTD 7/21/65.

FINLAND—Full range of automotive repair, maintenance tools. Request descriptive literature, price lists; direct purchase or agency. Atoy Oy (importers, wholesalers, commission agents), Lauttasaarentie 54, Helsinki. WTD 7/14/65.

343 Heating apparatus, plumbing fixtures

AUSTRIA—Plumbing fixtures, fittings and trim. Direct purchase and agency. Eisen-Rhomberg, Inh. Herwig Rhomberg (importer, wholesaler, agent), Hauptstrasse 33, Goetzis, Vorarlberg. WTD 7/21/65.

BELGIUM—Sinks, toilets, urinals, other plumbing fixtures including fittings. Direct purchase or agency. J. & G. Davis (importer, wholesaler), 80 Rue de Terre Neuve, Brussels. WTD 7/12/65.

FRANCE—Cocks and taps for refrigerators; plumbing fixtures; heating equipment for all purposes other than power. Direct purchase and agency. Requests replies in French. Christian Chevalier (commission merchant, agent), 33 Rue du Champ-de-Mars, Paris 7e. WTD 4/12/65.

Oil burners: domestic and industrial. Societe Maratray (retailer), 28 rue Francois-Clouet, Tours, Indre & Loire. WTD 5/6/65.

344 Fabricated structural metal products

BELGIUM—Pipes, conduits, gutters, stove pipes, etc., of sheet iron or aluminum. Direct purchase or agency for Belgium and Luxembourg. Mr. G. De Krock (manufacturer), 91-93 Rue Ulens, Brussels. WTD 6/9/65.

● **IRELAND**—Supply, delivery and erection of 2 boilers, 370,000 KG/HR and auxiliary plant for generating station near Ringsend, Dublin. Tender No. B/D73/8/G, bid deadline Oct. 11. The Secretary, Electricity Supply Board, 27 Lower Fitzwilliam St., Dublin.★ (Telephone: 202-WO 7-4242).

● **NEW ZEALAND**—Galvanized steel transmission line towers, for Henderson-Marsen Point 220 KV line. Contract includes design, manufacture, type test and supply fob of 310 galvanized steel transmission line towers comprising: 206 standard suspension towers, 59 heavy suspension towers, 36 angle towers, 9 heavy strain and dead end towers. Contract No. 464, deadline 4 p.m., Sept. 7. Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-967-3601).

345 Screw machine products

SWEDEN—Small dimensioned socket screws for instruments also metric dimensions. AB Robert Ditzinger (importer, retailer), Vasterlanggatan 72-74, Stockholm. WTD 10/22/64.

346 Metal stampings

BELGIUM—Kitchen household utensils. Direct purchase or agency for Belgium and Luxembourg. Argal S.A. (importer, wholesaler), 33 Rue Americaine, Brussels. WTD 6/28/65.

MEXICO—Stainless steel articles for kitchens and dining rooms in hotels, hospitals, plant cafeterias and similar establishments; direct purchase and agency. Importadora Intercontinental, S.A. (importer, retailer), Articulo 123 No. 12, Mexico, D.F. WTD 9/25/64.

349 Fabricated metal products

BELGIUM—Annunciators: burglar alarms and anti-holdup devices. Direct purchase or agency for Belgium and Luxembourg. Surveillance & Securite S.A. (importer, agent), 33 Avenue des Cerisiers, Brussels. WTD in preparation.

351 Engines, turbines

JORDAN—Hydro-electric turbines and generators, thermal power plant with minimum output of 10 M.W. Direct purchase and agency. Near East Engineering Co. (exporter, importer), P.O. Box 1838, Amman. WTD 11/16/64.

SWEDEN—Stationary diesel engines of about 100 hp. Request that replies be sent to branch office: Mr. F. Gunnarsson, AB Metallimport, Vasagatan 34, Goteborg; direct purchase and agency. AB Metallimport (importer, wholesaler, sales agent), Bolinder Plan 2, Stockholm. WTD 6/24/65.

352 Farm machinery

AUSTRIA—Horticultural implements. Direct purchase and agency. Eisen-Rhomberg, Inh. Herwig Rhomberg (importer, wholesaler, agent), Hauptstrasse 33, Goetzis, Vorarlberg. WTD 7/21/65.

FRANCE—Plows and listers; wheel tractors; garden type tractors; planting, seeding, fertilizing machinery; harvesting machinery, haying machinery; lawn mowers; agricultural sprayers; cultivtaors; weeders; machinery for preparing crops for market and for use. Direct purchase and agency. Comptoir General pour l'Equipment Agricole et Industriel (importer, dealer), 82 Rue Saint Lazare, Paris 9e. WTD 4/6/65.

Agricultural machines. Requests replies in French. Herriau & Cie (manufacturer, importer, dealer), 83 Route de Paris, Cambrai, Nord. WTD 5/6/65.

Agricultural machinery: wheel tractors; garden type tractors; planting, seeding, fertilizing machinery; harvesting machines; haying machines; lawn mowers; agricultural sprayers, cultivators, weeders; machinery for preparing crops for market and for use. Direct purchase and agency. Societe Pilter (manufacturer, wholesaler, importer), 19 Bld. Jules Ferry, Paris 11e. WTD 5/6/65.

Lawn sprinklers, lawn mowers, garden tractors, cultivators. Ste. Internationale de Distribution et d'Approvisionnement (importer, wholesaler, agent), 30-32 Place St. Georges, Paris 9e. WTD 5/6/65.

353 Construction, mining, materials handling machinery

ENGLAND—Road surfacing and maintenance machinery. Agency and direct purchase. The Phoenix Engineering Co., Ltd. (manufacturer, exporter), Phoenix Works, Chard, Somerset. WTD 7/20/65.

● **TURKEY**—3 operator driven, storage battery forklift trucks with cabs, loading capacity 5 tons. Bid deadline Aug. 19. PTT Genel Mudurlugu, Malzeme Dairesi Baskanligi, Ankara. Copies of specifications available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara, for $6 including air mail charges.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

BELGIUM—Electrical hand tools and equipment for industrial use. Etablissements Huyghe S.P.R.L. (importer), 116 Rue des Tanneurs, Brussels. WTD 7/12/65.

Machine tools and related precision instruments, such as lathes, milling machines, gear cutting and finishing machines, drilling machines. Direct purchase for Belgium and Luxembourg. R.S. Stokvis & Fils (importer), 17 Rue Brederode, Brussels. WTD 7/7/65.

ENGLAND—Specialized wire and strip forming machinery. Kubach & Sambrook Ltd. (exporter, importer), Wakefield House, 106 Church Rd., London, SE.19. WTD 7/21/65.

● **INDIA**—Tube reducing machine to reduce diameter and wall thickness of zircaloy tubes. Finished sizes range from 13.74 mm O.D. to 110.19 mm O.D. Tender No. AEE/P/CAP/10295, bid deadline Aug. 27. Wire drawing machine for drawing wire from 6 mm to 1 mm. Tender No. AEE/P/CAP/10309. bid deadline Aug. 31. Atomic Energy Establishment Trombay, Purchase Division, Mohatta Bldg., Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5652).

● **KENYA**—Horizontal boring and milling machine. Tender documents may be obtained from Overseas Purchasing Division, East African Railways & Harbours, P.O. Box 30540, Nairobi. Deadline for applications: Aug. 25. Reference should be made to Circular 28.

MEXICO—Welding machinery; direct purchase or commission sales. Oxigeno del Valle de Mexico, S.A. (manufacturer, wholesaler, retailer), Av. del Trabajo No. 4, Xocoyahualco, Edo. de Mexico. WTD 11/13/64.

Tools and equipment for regrinding, reboring and adjusting automotive motors; requests replies in Spanish. Rym, S.A. (importer, wholesaler, retailer), Calz. de la Viga No. 157, Mexico 8, D.F. WTD 4/1/65.

SPAIN—Automatic and turret lathes; grinding, finishing and testing machines for metal working industry. Direct purchase and/or agency. Sociedad Anonima Tarragona (importer, distributor), Urgel 143, Barcelona 11. WTD 9/23/64.

SWEDEN—Numerically geared machine tools such as drilling machines, milling machines and lathes; direct purchase and agency. Maskinfirman Rebenko AB (importer, sales agent), Friherregatan 36, Vallingby. WTD 7/14/65.

VIET-NAM—Two automatic high-speed turret lathes and accessories, including screw-cutting device, transfer arm and footstep, centering tubing. One precision lathe with gap and accessories. Requests replies in French. Ets. Kol. (importer, manufacturer, wholesaler), 51-53 A Hong Bang, Cholon. WTD 9/15/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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355 Special industry machinery

BELGIUM—Machinery for manufacture of pipes, gutters, and conduit of sheet iron, aluminum and plastic. Direct purchase or agency for Belgium and Luxembourg. Mr. G. De Krock (manufacturer), 91-93 Rue Ulens, Brussels. WTD 6/9/65.

Machinery for manufacture and repair of shoes, leather suitcases. Direct sale or agency for Belgium, Luxembourg and The Netherlands. Anc. Etablissements Arthur Antierens S.A. (importer, exporter, agent, wholesaler), 96 Rue de Merode, Brussels. WTD 7/12/65.

Equipment for evaporation and sterilization of water and for desalinization of sea water. Direct purchase or agency for Belgium and France. O.C.P.S.A. (importer, exporter), 5 Avenue de Heliport, Brussels. WTD in preparation.

BRAZIL—Tannery machines; shoe making and repairing machinery; plastics working machinery; chemical machinery and equipment; agent desires price quotations cif Rio de Janeiro. Prodiv Promocoes & Divulgacoes Ltda., Caixa Postal 148, ZC-06, Rio de Janeiro, Estado da Guanabara. WTD 3/29/65.

CEYLON—Rebuilt textile machinery, certified as to condition and value by official authorities, suitable for semi-synthetic and synthetic yarn. Ceylon Synthetic Textile Mills Ltd. (manufacturer), P.O. Box No. 32, Colombo. WTD 7/20/65.

FRANCE—Food products machinery: equipment for collecting, storing, processing milk; food packing and canning machinery. Direct purchase and agency. Lanote & Cie (importer, wholesaler), 6 Rue des Tilleuls, Boulogne-sur-Seine (Seine). WTD 5/7/65.

GREECE—Special woodworking machinery for manufacture of pre-fabricated homes. Requests descriptive literature, price lists. Hellenic Tourism & Land Development Corp., Ltd., 39 Stadiou St. (Stoa Orphanides), Athens. WTD 4/8/65.

KOREA—Lithographic equipment. Direct purchase and agency. Hansen Trading Co. (commission merchant), I.P.O. Box 1686, Seoul. WTD 7/15/65.

MEXICO—Automatic injection molding machinery for plastics; requests replies in Spanish. Plasticos Romay, S.A. (manufacturer), San Lorenzo No. 262, Mexico, D. F. WTD 2/11/64.

NEPAL—Equipment for manufacturing survey instruments and slide rules: circular dial

and Vernier engraving machinery for theodolites, dividing and marking machinery, lens making machinery, engraving machinery for glass dials, diaphragms, capstan and turret lathes, also mathematical slide-rule making machinery. Catalogues and quotations cif Calcutta desired. Mr. H. P. Giri, Precision Instruments Pvt. Ltd. (manufacturer), Nepal, 399 Putali Sadak, Kathmandu. WTD in preparation.

VIET-NAM—Injection machine with special electric equipment and tropical insulation, injection capacity 75 grams, 10 injections per minute. Automatic drilling and setting machine, with accessories, for manufacture of toothbrushes. Rapid vacuum mixer, capacity 160 liters; accessories, including vacuum pump with suction capacity 60 cu. meters/hr. Requests replies in French. Ets. Kol. (importer, manufacturer, wholesaler), 51-53A Hong Bang, Cholon. WTD 9/15/64.

356 General industrial machinery

FINLAND—Full range hydraulic industrial equipment, tools, related products. Request descriptive literature, price lists; direct purchase or agency. Atoy Oy (importers, wholesalers, commission agents), Lauttasaarentie 54, Helsinki. WTD 7/14/65.

FRANCE—Industrial filters. Guy Gaudfrin (engineer), 4 Rue Charles Dickens, Paris, 16e. WTD 5/7/65.

Electro-spark machining and all new machining systems. Societe Durtal (importer, dealer, agent), 149-151 Rue de Rome, Paris 17e. WTD 4/5/65.

Air purification and dust collection equipment: exhaust and ventilating fans. Direct purchase and agency. Promesur (importer, wholesaler, retailer, agent), 19 Rue Eugene-Carriere, Paris 18e. WTD 5/21/65.

MEXICO—Requests literature and price quotations for air purification equipment, offers on new equipment mechanization of warehousing operations; requests replies in Spanish. Almacenes Nacionales de Deposito, S.A. (agency), Isabel la Catolica No. 24, Mexico, D.F. WTD 1/30/64.

PAKISTAN—Ball bearings Nos. 6200-6300. Eastern Merchants (manufacturer), Chirag Mansion, Thakarsingh Gate, Gujranwala, West. WTD 7/21/65.

THAILAND—Mobile traffic painting machines, powered by 9 hp. gasoline engines, vertical painting line operation with 18 U.S. gallon paint containers, and 18 cfm air compressors. Adjustable nozzles with capacity of 2 to 6" painting line, complete sets with accessories. Yong Hong Seng Co., Ltd. (importer, wholesaler, retailer), 666-668 New Road, Samyaek, Bangkok. WTD 5/25/65.

357 Office, computing, accounting machines

BELGIUM—Postal scales, pencil sharpeners, stapling machines, and other office supplies. Etablissements Marcel Soulet (importer, wholesaler), 4 Quai a la Chaux, Brussels. WTD 6/29/65.

MEXICO—Electronic machines, parts and accessories for computer machines, digital and analogous systems. "Casa Erla". W. Oldenburger Sucs, S.A. (importer, wholesaler, retailer), Venustiano Carranza No. 28, Mexico, D.F. WTD 4/1/65.

358 Service industry machines

FRANCE—Refrigeration equipment for commercial and industrial use. Direct purchase and agency. Requests replies in French. Etablissements Fernand Roux (importer, dealer), 36 Ave. Honoré Serres, Toulouse (Hte-Garonne). WTD 5/25/65.

Air humidifiers and dehumidifiers. Direct purchase and agency. Requests replies in French. Office du Froid-O.D.F. (importer, wholesaler), 97 Rue Aristide-Briand, Levallois-Perret, Seine. WTD 5/10/65.

Cryogenic equipment for scientific and industrial purposes. Direct purchase and agency. Prophysica (wholesaler), 84 Avenue Gambetta, Courbevoie, Seine. WTD 4/5/65.

SOUTH AFRICA—Combination washer-extractor laundry machines, commercial. Direct purchase and agency. M. B. Koval & Co. (Pty.) Ltd. (importing distributor), P.O. Box 546, Cape Town. WTD 7/30/64.

SOUTH WEST AFRICA—Room air conditioners, various window and wall types, 220 v. 50 cycle a.c.; requests catalogs and price lists. S. Cohen, Ltd. (importing distributor), Electrical Wholesale Dept., P.O. Box 215, Windhoek. WTD 2/17/64.

SWEDEN—All types of machinery for cleaning such as wall washers, staircase washers, steam washers; also apparatus for window washing as well as apparatus for ultra-wave cleaning for hospital use; direct purchase and agency. Eugen Meyer & Co. AB (importer, wholesaler, manufacturer, sales agent), Heleneborgsgatan 15 B, Stockholm SV. WTD 7/14/65.

361 Electric transmission, distribution equipment

● **BURMA**—Supply of 15 tons of ACSR 7/.144 conductor and miscellaneous porcelain insulators. Tender No. 620/EL(G)64-65, bid deadline Aug. 25. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of 3 portable substations each consisting of a 300 kva, 3,300/415 v., 3 phase, 50 cycle transformer complete with circuit breaker, cable boxes, etc., 3 portable 100 kva substations; 4 sets of 600 v., 150 amp. skid mounted switchgear and 10 cable joint boxes. Tender No. 613/EL(G)64-65, bid deadline Aug. 23. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of industrial switchgear consisting of one oil circuit breaker rated 1500 amps., 5 rated 200 amps. and 3 rated 100 amps. Tender No. 603/EL(G)64-65, bid deadline Aug. 21. Divisional Manager, Electrical Stores Coroporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of one 440/400 v., 350 amps., 50 cycle oil circuit breaker. Tender No. 615/EL(G)64-65, bid deadline Aug. 23. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

FINLAND—Electric measurement equipment, BC receivers and components. Requests descriptive literature, prices. Finnall Radio Oy (importers, wholesalers, retailers), Konalantie 12, P.O. Box 37004, Helsinki. WTD 7/20/65.

FRANCE—High quality digital voltmeters; DC amplifiers; any components and instruments destined for special applications. Direct purchase and agency. Seurolec, Ste Europeenne d'Electronique (importer, wholesaler), 41 Rue de l'Est, Boulogne-Billancourt, Seine. WTD 5/26/65.

Electric test, measuring, monitoring instruments: electrometers, ammeters, telemeters, voltmeters; indicating and recording instruments. Direct purchase and agency. Promesur (importer, wholesaler, retailer, agent), 17-19 Rue Eugene Carriere, Paris 18. WTD 5/21/65.

● **NEW ZEALAND**—Supply of one 20 mva 110/11 kv T.C.O.L. transformer bank and spare unit for Gisborne substation. Contract No. 465, bid deadline Aug. 31. The Secretary, Tenders Committee, New Zealand Electricity Dept., Private Bag, Wellington.★ (Telephone: 202-WO 7-4242).

● **NIGERIA**—Design, supply, erection of 110 miles of 33 kv overhead lines and 11 kv and low voltage distribution systems. Bid deadline Aug. 18. Tender documents may be obtained from: Secretary, Electricity Corporation of Nigeria, Private Mail Bag 2030, 24/25 Marina, Lagos upon payment of $27.94, not refundable.

● **SIERRA LEONE**—Supply of 22-11,000/430V, 3-phase, 50 cycle transformers rated 100-750 kva; 19-11kv, 3-phase ring main units; one 7 panel 11 kv metal clad switchboard and 16.5 miles of 11 kv paper insulated lead sheathed wire armoured cable. Tender No. 1572/1, bid deadline Sept. 1. General Manager, Sierra Leone Electricity Corp., New England, Freetown. Tender documents available from Messrs. Preece, Cardew & Rider, 8, 10 & 12, Queen Anne's Gate, Westminster, London, S.W.I. upon nonrefundable payment of $42 for set of 4 copies.

● **TURKEY**—One each of UHF wattmeter with frequency range of 1-1,000 Mc/s; 3 watt coaxial attenuator with frequency range of D.C. to 2 Gc/s; 30 watt UHF coaxial attenuator with frequency range of D.C. to 2 Gc/s; UHF signal generator with frequency range of 1 Mc/s to 20 Mc/s; crystal calibrator of 500 Kc/s. Tender No. 965/3052, bid deadline Aug. 18. Malzeme Mudurlugu, Denizcilik Bankasi T.A.O., Bahcekapi, Istanbul.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

● **BURMA**—Supply of 115-3 phase, 400/440 v., 50 cycle motor starters for motors rated 1-20 hp. Tender No. 606/EL(G)64-65, bid deadline Aug. 21. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

FRANCE—Electric surface testers. Societe Durtal (importer, dealer, agent), 149-151 Rue de Rome, Paris 17e. WTD 4/5/65.

● **INDIA**—Supply of miscellaneous power relays. Tender No. P-2030, bid deadline Aug. 26. General Manager, The Tata Power Co., Ltd., Bombay House, Bruce St., Bombay 1.★ (Telephone: 202-WO 7-4242).

● **IRAQ**—Supply of 10 trailer mounted generator sets, 10 kw, 380/220 v., 3 phase, 50 cycle suitable for tropical conditions. Tender No. DME/18/1965, bid deadline Sept. 4. Directorate of Contracts & Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-4242).

PAKISTAN—Motors of fractional horsepower for use in fair industry. Eastern Merchants (manufacturer), Chirag Mansion, Thakarsingh Gate, Gujranwala, West. WTD 7/21/65.

● **TURKEY**—Supply of 4 diesel generating sets, 80 kw, 231/400 v., 3 phase, 50 cycle with auxiliary equipment. Tender No. 6044-65 EMU-6, bid deadline Aug. 19. T.C. Milli Savunma Bakanligi, Deniz Kuvvetleri Komutanligi, Tek-

nik Daire Baskanligi, IV Sube Mudurlugu, Ankara.★ (Telephone: 202-WO 7-4242).

363 Household appliances

● **BURMA**—Supply of 100-16″, 230V, 50 cycle exhaust fans. Tender No. 610/EL(G)64-65, bid deadline Aug. 23. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-5345).

FRANCE—Electric radiant heating systems: wall, ceiling or floor. Societe d'Applications Thermo-Electriques (manufacturer, dealer), Rue St. Mathieu, Houdan, S & O. WTD 4/9/65.

GERMANY—Battery operated slicing knives for household use (for sausage, tomatoes, etc.); battery operated shoe polishers for household use; battery operated manicure sets; battery operated vacuum cleaners. Direct purchase and agency. Intercommercial Vertriebsgesellschaft Heinz Kicherer & Co. K.G. (wholesaler, sales agent), 713 Muehlacker, Wuerttemberg, Im Muehlenhof. WTD 5/19-65.

PANAMA—Electric irons, household types; domestic gas ranges; electric fans, oscillating, desk and wall types. Requests catalogs, price lists. Direct purchase and agency. J. J. Rodriguez y Cia., S. A. (importer, retailer), P. O. Box 6617, Panama, R. P. WTD 7/30/65.

SOUTH AFRICA—Orange squeezers: 1000 models for 220/230 v., 50 cycles; 1000 battery-cell operated. Urgently required for large citrus distributor. Price not to exceed $12 each, cif Cape Town, including 5% commission. Requests one of each to be airfreighted as sample. Mill Agents South Africa (Pty.) Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

364 Electric lighting, wiring equipment

BELGIUM—Portable lighting equipment. Direct purchase or agency for Belgium and Luxembourg. Surveillance & Securite S.A. (importer, agent), 33 Avenue des Cerisiers, Brussels. WTD in preparation.

● **BURMA**—Supply of 36 ampere meter switches, board type rated 100 to 600 amps. and 5 v. meter switches, board type. Tender No. 607/EL(G)64-65, bid deadline Aug. 21. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of 90-400 v., 3 phase, 50 cycle magnet switches; 30 each rated 5, 10 and 30 amps. Tender No. 609/EL(G)64-65, bid deadline Aug. 23. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-4242).

● Supply of 92 projector lamps. Tender No. 612/EL(G)64-65, bid deadline Aug. 23. Divisional Manager, Electrical Stores Corporation Line (17), Rangoon.★ (Telephone: 202-WO 7-5345).

● **COSTA RICA**—Supply of 200 photoelectric cells, 100 relay controls, 1.350 lamps for street lighting. Tender No. 1253, bid deadline Aug. 30. Oficina de Proveeduria, Instituto Costarricense de Electricidad, San Jose. Correspondence preferred in Spanish. Tender notices in Spanish.★ (Telephone: 202 WO 7-4242).

365 Radio, television receiving sets

AUSTRALIA—Pre-recorded tapes of non-royalty music and associated equipment for use in motels, hotels as background music. L & M Electrics Pty. Ltd. (wholesaler, manufacturer, distributor), 2584 Pacific Highway, Mermaid Beach, Gold Coast, Queensland. WTD 7/6/65.

BELGIUM—Magnetic recording tape, for general consumer use. Imer—Bilteryst (importer), 27 Rue du Meridien, Brussels. WTD 7/12/65.

Radio and TV receivers, accessories, parts. Direct purchase or agency for Belgium and Common Market. Etablissements Elit (exporter, manufacturer), 18-20 Place Van Meyel, Brussels 4. WTD in preparation.

Tape recorders, for nonindustrial use. Imer-Bilteryst (importer), 27 Rue due Meridien, Brussels. WTD 7/12/65.

FINLAND—Radio sets, repair and maintenance equipment, supplies and components. Requests descriptive literature, prices. Finnall Radio Oy (importer, wholesaler, retailer), Konalantie 12, P.O. Box 37004, Helsinki. WTD 7/20/65.

MEXICO—Closed circuit T.V. equipment. Supervisio Industrial, S. A. (importer, wholesaler, retailer), Santos Dumont 200, Mexico, D. F. WTD 10/13/64.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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366 Communication equipment

BELGIUM—Television field strength meters for VHF and UHF. Direct purchase or agency, Belgium and Luxembourg. Electra—Radio S.P.R.L. (importer, manufacturer), 214-220 Rue J. Wauters, Dampremy. WTD 6/28/65.

Equipment or devices for automatic opening and closing of doors, metal shutters, etc., operated by electric current, sound or mechanical trip. Ateliers De Vriendt & Fils S.P.R.L. (importer, manufacturer), 51 Rue Sylvain Denayer, Brussels. WTD in preparation.

FINLAND—Telecommunications, CB radio telephones; radio and measuring equipment, components. Requests descriptive literature, prices. Finnall Radio Oy (wholesaler, importer, retailer), Konalantie 12, P.O. Box 37004, Helsinki 37. WTD 7/20/65.

Electronic or other newly designed equipment, devices and components applicable for air traffic control or military communications use. Requests full details, prices, terms. Direct purchase or agency. Machinery Oy (importer, wholesaler, agent), Vanha Kauppakuja, Helsinki. WTD 7/2/65.

HONG KONG—P.A.B.X. light switchboards for training blind persons. Secretary, Hong Kong Society for the Blind (non-profit welfare agency), Rotary Centre for the Blind, Advanced Training Centre, Tai Lok St., Shaukiwan, Hong Kong. WTD in preparation.

● **INDIA**—Supply of power line carrier equipment, including telephone exchanges and accessories, trunk call selectors, battery eliminators, carrier and telemetering equipment, emergency generators, cables. Tender No. P. 2013, bid deadline Aug. 18. General Manager, The Tata Power Co., Ltd., Bombay House, Bruce St., Bombay 1.★ (Telephone: 202-967-4823).

● **IRAN**—55 field telephone sets with metal or leather covers. Tender No. 44/861, bid deadline Oct. 18. The Iranian State Railways, Maydane Rah-e-Ahan, Tehran.★ (Telephone: 202-967-4823).

367 Electronic components, accessories

BELGIUM—Electronic components. Direct purchase or agency for Belgium. Matedex S.A. (importer, wholesaler, agency), 61 Rue Armand Campenhout, Brussels. WTD in preparation.

Electronic equipment and components for nuclear physics research. Direct purchase or agency for Belgium and Luxembourg. Nucleobel S.A. (importer), 266B Avenue de Tervueren, Brussels. WTD in preparation.

Radio and TV antennas, accessories, parts. Direct purchase or agency for Belgium and Common Market. Etablissements Elit (exporter, manufacturer), 18-20 Place Van Meyel, Brussels 4. WTD in preparation.

Electronic components and subassemblies. Direct purchase or agency. Daniel Delgay (importer), 58a chaussee de Charleroi, Brussels. WTD 6/17/65.

FINLAND—Electronic telecommunications equipment; short wave, VHF, UHF receivers, transmitters and components. Requests descriptive literature, prices. Finnall Radio Oy (importer, wholesaler, retailer), Konalantie 12, P.O. Box 37004, Helsinki 37. WTD 7/20/65.

FRANCE—Electronic components and equipment for industrial and medical application, transformers. Manufacturer and importer seeks direct purchase and exclusive sales agency for France; requests replies in French. Electro-Constructions S.A. "ELCOSA," 3, Rue Schertz, Strasbourg-Meinau (Bas-Rhin). WTD 7/20/65.

PANAMA—Radio and television parts. Requests catalogs, price lists. Direct purchase and agency. J. J. Rodriguez y Cia., S.A. (importer, retailer), P.O. Box 6617, Panama, R.P. WTD 7/30/64.

SWEDEN—Electronic measuring instruments for laboratory and research work as well as operational amplifiers; direct purchase and agency. Scandia Metric AB (importer, sales agent), Sodra Langgatan 22, Solna. WTD 7/1/65.

369 Electrical machinery, equipment, supplies

NIGERIA—Dry and wet type batteries for fleet of trucks and resale; desire 100 batteries as follows: Batteries 12 v., length over all 1′ 8¼″, width over all 7¾″, height over all 9″. Anglo-Canadian Cement Co. Ltd. (importer, wholesaler, manufacturer), 9 Creek Rd., P.O. Box 79, Apapa. WTD 6/29/65.

371 Motor vehicles, motor vehicle equipment

FINLAND—Spare parts, tools, related items for automotive repair, maintenance. Request descriptive literature, price lists; direct purchase or agency. Atoy Oy (importers, wholesalers, commission agents), Lauttasaarentie 54, Helsinki. WTD 7/14/65.

MEXICO—"International" truck parts; requests replies in Spanish. Jose Mendez Gasca (retailer), Morelos No. 101, Celaya, Guanajuato. WTD 11/24/64.

NEPAL—Trucks, Diesel-engine driven: Two GMC or similar 6-wheel trucks for logging purposes, also one 5-ton heavy-duty truck. Catalogs and quotations cif Calcutta requested. H. P. Giri, Director, Nepal Wood & Allied Industries (Pvt.) Ltd. (producer), 399 Putali Sadak, Kathmandu.

SWEDEN—Road transportation equipment

such as commercial trailers, heavy transportation equipment as well as earth moving equipment and parts; also brakes and transmissions; direct purchase and agency. Please send replies to the branch office: Mr. F. Gunnarsson, AB Metallimport, Vasagatan 34, Goteborg. AB Metallimport (importer, wholesaler, sales agent), 2 Bolinders Plan, Stockholm. WTD 6/24/65.

372 Aircraft, parts

● **ARGENTINA**—Tender No. M-93, spare parts for accessories I A 35 and Mentor aircraft; Tender No. M-83, spare parts for accessories Mentor B-45 and Douglas DC-3 aircraft, deadline Sept. 13. See conditions at Argentine Aeronautical Military Mission, 12 West 56th St., 3rd floor (P.O. Box 208-Radio City Station), New York, N.Y. 10019.

BELGIUM—Aircraft parts and equipment, including electrical apparatus. Direct purchase or agency for Belgium and Western Europe. Aerobel S.A. (importer, exporter, retailer, agent), 13 Rue Brederode, Brussels. WTD 7/8/65.

FINLAND—Electronic or other newly designed equipment, devices and components for utilization in aircraft or air terminal maintenance and repair operations. Requests full details, prices, terms. Direct purchase or agency. Machinery Oy (importer, wholesaler, agent), Vanha Kauppakuja, P.O. Box 129, Helsinki. WTD 7/2/65.

373 Ship building, repairing

TAIWAN—Freighters or tankers of under 10,000-ton class for scrapping, 3,000 to 5,000-ton class preferable; to be delivered at Kaohsiung or Keelung. Annual requirement about 100,000 tons. Hwei Chung Trading Co., Ltd. (importer, exporter), 229 Minchuan West Rd., Taipei. WTD 9/16/64.

381 Engineering, laboratory, scientific, research instruments

BELGIUM—Instruments and apparatus for measuring or regulation in the field of spectrometry, chromatography applied to gases, etc. Direct purchase or agency for Belgium and Luxembourg. Compagnie Radio Electronique Belge S.A. (importer), 113 Rue Royale Ste. Marie, Brussels. WTD 7/13/65.

Drawing and drafting instruments; direct purchase or agency. Maison G. Couvreur (importer), 15 Rue de la Tourelle, Brussels. WTD 7/1/65.

Electronic control equipment for nuclear physics research. Direct purchase and agency. Ets. Henkart, Van Velsen et Laoureux S.A. (importer, exporter, agent, manufacturer), 1026 Chaussee de Louvain, Evere—Brussels. WTD 6/25/65.

FRANCE—Meteorological instruments; laboratory testing and scientific instruments, other than electric. Direct purchase and agency. Promesur (importer, wholesaler, retailer, agent), 17-19 Rue Eugene Carriere, Paris 18e. WTD 5/21/65.

Laboratory equipment: furnaces, drying ovens, centrifuges, autoclaves, sterilizers, hot-air cabinets. Direct purchase and agency. Requests replies in French. Ste Privee d'Applications Mecaniques et Electriques (S.P.A.-M.E.) (manufacturer, dealer), 67 Rue de la Croix-Nivert, Paris 15e. WTD 4/5/65.

PORTUGAL—Scientific apparatus for industrial, educational, public service laboratories. Apparatus and testing devices for soil testing, germination studies, seed blowers and counters, cultivation vessels and all other technological instruments for agricultural experimental stations. Concensus, S.A.R.L. (importer, exporter, sales agent), Rua D. Francisco Manuel de Melo 9-9. A, Lisbon. WTD in preparation.

382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Instruments and apparatus for measuring or regulation in the field of viscosimetry. Direct purchase or agency for Belgium and Luxembourg. Compagnie Radio Electronique Belge S.A. (importer), 113 Rue Royale Ste Marie, Brussels. WTD 7/13/65.

Pyrometers and other regulating instruments, including thermocouples and components. Direct purchase or agency for Belgium and Luxembourg. Pyrindus (importer, exporter, manufacturer, wholesaler), 209 Avenue du Roi, Brussels. WTD in preparation.

Household and clinical thermometers. Direct purchase, for Belgium and Luxembourg. Polyfoto S.A. (importer, exporter, retailer), 51 Rue de Treves, Brussels. WTD in preparation.

Apparatus and instruments for measurement or control of industrial processing. Direct purchase or agency for Belgium, Luxembourg and Northern France. Etablissements Germay (importer, exporter, agent), 80 Boulevard Louis Schmidt, Brussels. WTD 6/30/65.

Meters for gas and liquid flow measurement. Direct purchase or agency for Belgium and Luxembourg. Etablissements A. Andris & Fils S.P.R.L. (importer), 9 Rue Sabatier, Marcinelle. WTD 7/8/65.

FRANCE—Testing machines, such as metal hardness testers, similar equipment. Societe Durtal (importer, dealer, agent), 149-151 Rue de Rome, Paris 17e. WTD 4/5/65.

Process control instruments: flow meters, densimeters, pressure meters. Measuring and calibration instruments: hygrometers, tachometers, thickness gauges, pressure gauges. Liquid columns, digital indicators. Direct purchase and agency. Promesur (importer, wholesaler, retailer, agent), 17-19 Rue Eugene Carriere, Paris 18e. WTD 5/21/65.

● **INDIA**—Supply of foundry testing equipment consisting of one optical pyrometer and one hardness tester. Tender No. T2/10088/65/E, bid deadline Aug. 18. Tender documents available at $1.05 per copy, from Madras Port Trust, Madras 2. Reference No. D/ENQ/1818.

383 Optical instruments, lenses

BELGIUM—Instruments and apparatus for measuring or regulation in the field of spectrometry, polarimetry, etc. Direct purchase or agency for Belgium and Luxembourg. Compagnie Radio Electronique Belge S.A. (importer), 113 Rue Royale Ste. Marie, Brussels. WTD 7/13/65.

Binoculars, microscopes, other optical instruments. Direct purchase, for Belgium and Luxembourg. Polyfoto S.A. (importer, exporter, retailer), 51 Rue de Treves, Brussels. WTD in preparation.

384 Surgical, medical, dental instruments

BELGIUM—Acrylic, vinylic and other resins or plastics, dental porcelain; dental gold, chrome cobalt, false teeth, other supplies and equipment used in manufacture of dentures. Direct purchase or agency for Belgium and Luxembourg. Les Laboratoires Vandijck Freres S.A. (importer, exporter, agent, manufacturer), 53 Rue Marie-Therese, Brussels. WTD 6/29/65.

Blood pressure apparatus, automatically regulated diathermic apparatus, short wave high frequency generators for electrotherapy, and apparatus for electronic surgery. Direct purchase or agency for Belgium and Luxembourg. Etablissements Marius Lestienne (importer, wholesaler, retailer), 63 Avenue de Roodebeek, Brussels. WTD 7/13/65.

Arch supports, bandages, orthopedic braces, canes, foot appliances, cast walking heels, etc. Direct purchase or agency for Belgium and other EEC countries. Laboratoires Caducea (importer, exporter, manufacturer), 164 Rue Fr. Gay, Brussels. WTD 6/26/65.

● **CEYLON**—Crepe bandages B.P.C., 3″ x 3 yd., 5,000 dozens; elastic adhesive bandages B.P.C., 3″ x 5 yd., 2,000 dozen spools; extension plaster B.P.C., 3″ x 3 yd., 400 dozen tins; large absorbable gelatin sponges B.P.C., 6,800 tubes; zinc oxide self adhesive plaster B.P.C., 9,000 dozen spools. Bid deadline Sept. 28. The Ministry of Health, P.O. Box No. 500, Colombo. Tender documents available on written application from the Embassy of Ceylon, 2148 Wyoming Ave. NW., Washington, D.C. 20008. Copy of tender documents available for review in Scientific, Photographic & Business Equipment Division, BDSA-6440, Department of Commerce, Washington, D.C. 20230. (Telephone 202-WO 7-2939).

FRANCE—First-aid kits, bandages, surgical gauze and dressings, for use by pharmacists, clinics, hospitals. Requests replies in French. Pansements Hydrex (manufacturer, wholesaler), 47 Rue Condorcet, Montreuil, Seine. WTD 5/6/65.

PORTUGAL—Clinical instruments for thoracic and pulmonary surgery, diagnosis, otology and bone surgery, surgery tables, lamps, sterilization assemblies. Concensus, S.A.R.L. (importer, exporter, sales agent), Rua D. Francisco Manuel de Melo 9-9°. A, Lisbon. WTD in preparation.

385 Ophthalmic goods

PORTUGAL—Ophthalmic instruments. Consensus, S.A.R.L. (importer, exporter, sales agent), Rua D. Francisco Manuel de Melo 9-9°. A, Lisbon. WTD in preparation.

386 Photographic equipment

BELGIUM—Microfilming and electrostatic photocopying equipment. Direct purchase or agency. Bibliofilm S.P.R.L. (importer), 18 Rue des Deux Eglises, Brussels. WTD 6/26/65.

Cameras, projectors, accessories and parts, film, for motion picture and still photography. Direct purchase, for Belgium and Luxembourg. Polyfoto S.A. (importer, exporter, retailer), 51 Rue de Treves, Brussels. WTD in preparation.

BRAZIL—Motion picture apparatus and equipment; agent desires price quotations cif Rio de Janeiro. Prodiv Promocoes & Divulgacoes Ltda., Caixa Postal 148, ZC-06, Rio de Janeiro, Estado da Guanabara. WTD 3/29/65.

NIGERIA—Photographic materials, including film, papers, bromide papers, developers, photographic chemicals; will consider agency agreement, or direct purchase. E.C.E. MADU (importer, wholesaler, retailer), 178 Herbert Macauly St., P.O. Box 125, Yaba, Lagos. WTD 6/14/65.

391 Jewelry, silverware, plated ware

BELGIUM—Silverware, holloware and plated utensils. Direct purchase or agency for Belgium

and Luxembourg. Argal S.A. (importer, wholesaler), 33 Rue Americaine, Brussels. WTD 6/28/65.

393 Musical instruments, parts

FRANCE—Pianos, violins, other musical instruments. Direct purchase and agency. Societe Doremi (importer, dealer), 227 Rue Diderot, Vincennes, Seine. WTD 5/25/65.

394 Toys, amusement, sporting goods

CYPRUS—Fiber-glass vaulting poles, rowing exercise and picnic equipment, trampoline, electric massage equipment. C. Soleas Sporting Stores (importer, distributor), P.O. Box 226, Limassol. WTD in preparation.

FRANCE—Fishing tackle such as reels for sea fishing; typical U.S. manufacture. Direct purchase and agency. Societe Industrielle de Metallurgie Appliquee (SIMA) (manufacturer, dealer), 34 Rue Trevet, Aubervilliers, Seine. WTD 5/11/65.

HONG KONG—Metal electric toys; plastic toys and dolls. Tai Ming Co. (Hong Kong) Ltd., 199 Wing Lok St. West. (P.O. Box 15518), Hong Kong. Cable Address: "TAIMCLTD" Hong Kong. WTD in preparation.

MEXICO—Blades for ice skates; requests replies in Spanish. Deportes de Mexico, S.A. (importer, manufacturer, wholesaler, retailer), V. Carranza No. 18, Mexico, D. F. WTD 7/8/64.

SWEDEN—Baby articles such as bags for baby carriages, baby tables, toy bags, nylon mosquito nets for carriages and beds. Bjorn Jakobson AB (exporter, wholesaler, manufacturer), Bjornstigen 19, Solna. WTD 7/14/65.

395 Pens, pencils, office, artists' materials

BELGIUM—Pens, pencils, stamps and stamp parts, artists' materials, other stationers' supplies; direct purchase or agency. Maison G. Couvreur (importer), 15 Rue de la Tourelle, Brussels. WTD 7/1/65.

Pens, pencils, desk sets, stamp pads, marking devices, other miscellaneous office supplies. Etablissements Marcel Soulet (importer, wholesaler, agent), 4 Quai a la Chaux, Brussels. WTD 6/29/65.

HONG KONG—Ball point pens; felt tipped and marking pens. Tai Ming Co. (Hong Kong) Ltd. (importer, exporter), 199 Wing Lok St. West (P.O. Box 15518), Hong Kong. Cable Address: "TAIMCLTD" Hong Kong. WTD in preparation.

MEXICO—Stencils, gelatine rollers, spirit paper. Articulos de Control para Oficina, S.A. (importer, wholesaler, retailer), Campeche No. 215, Mexico, D. F. WTD 10/8/64.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Better quality costume jewelry for more exclusive dress shops. Direct purchase, for Belgium, Luxembourg and The Netherlands. Ets. Paule & Toinon S.P.R.L. (importer, exporter, manufacturer, wholesaler), 52 Rue Philippe de Champagne, Brussels 1. WTD in preparation.

HONG KONG—Men's cufflinks. L. E. Tels & Company's Trading Society (importer, exporter), Ninth Floor, United Chinese Bank Bldg., Des Voeux Road Central, Hong Kong. WTD 8/20/64.

399 Manufacturing industries

BELGIUM—Gift shop items such as cigarette boxes, decorative thermometers and barometers, table decorations and furnishings, painting reproductions; direct purchase or agency. Cadeurope S.P.R.L. (importer, manufacturer, wholesaler), 24 Rue du Canal, Brussels. WTD 6/28/65.

FRANCE—Advertising items for business gifts. Direct purchase and agency. Induscomme (importer, wholesaler), 10 Rue Saint-Antoine, Paris 4e. WTD 5/11/65.

Publicity apparatus and devices for show windows, preferably mobile. Direct purchase and agency. Requests replies in French. Ste Privee d'Applications Mecaniques et Electriques (S.P.A.M.E.) (manufacturer, dealer), 67 Rue de la Croix-Nivert, Paris 15e. WTD 5/10/65.

489 Communication services

FINLAND—Electronic or other new equipment, devices and components applicable for military or aeronautical communications use. Requests full details, prices, terms. Direct purchase or agency. Machinery Oy (importer, wholesaler, agent), Vanha Kauppakuja, P.O. Box 129, Helsinki. WTD 7/2/65.

Street lighting equipment called for in Iraqi tender

The Directorate General, National Electricity Administration, Nafoona Square, 166 Jumhooriya St., Baghdad, has issued tender No. 18/65 (63/B/65) for street lighting equipment.

Bid deadline is Sept. 1.

Items called for are 5,000 street lighting lanterns, complete with porcelain 3 pin lamp holders, suitable for 125 watt, high pressure mercury vapour discharge lamps; 5,000 capacitors for above of 10 microfarad; 6,000 H.P.M.V. discharge lamps, 125 watt, 3 pin; 2,500 chokes having tapping for connection on A.C. 50 cycle, service voltage of 220/230/240 V; 2,000 chokes as above but service voltage 190/200/210 V; and 200 spare porcelain 3 pin lamp holders.

Copies of the specifications are available from the Directorate General at the above address for $2.80, plus $1 to cover air mail charges.

A copy of the specifications, terms and conditions is available on loan to firms located in the U.S. from the Consumer Durables Division, Rm. 4414, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4387.

Argentina extends deadline on bids for power plant

SEGBA, Servicios Electricos del Gran Buenos Aires, has extended the bid deadline from Aug. 30 to Oct. 15 for tender No. 2779, installation of 200 to 250 megawatt electric power generating plant (INTERNATIONAL COMMERCE, Feb. 15, p. 35).

A copy of the specifications is available on loan to firms located in the U.S. from the Power & Electrical Equipment Division, Rm. 4124, BDSA-6430, Department of Commerce, Washington, D.C. 20230. Telephone: 202-WO 7-4242.

505 Farm products, raw materials

ALGERIA—Bulk raw cotton on continuing basis; requests replies in French. Societe Africaine pour le Commerce International (S.A.C.I.) (importer, exporter), Boulevard de Champagne Prolonge, Algiers. WTD 7/18/64.

509 Wholesalers

BELGIUM—High grade waste paper and waste aluminum foils, for resale in Belgium, France, Germany. Etablissements E. Sanglier (importer, exporter, wholesaler), 33 Rue de la Baillerie, Couillet. WTD 7/7/65.

553 Tire, battery, accessory dealers

MEXICO—Automotive parts. Casa Kameta-Bernabe Kameta (importer, retailer), Mariano Escobedo No. 77, Mexico, D. F. WTD 10/7/64.

781 Motion picture distribution

HONG KONG—Motion picture feature films, preferably 35 mm., to rent for non-commercial showing; prefer vintage and "classic" films; films for which exclusive rights have expired. Honorary Secretary, The Film Society of Hong Kong Co. Ltd. ("Studio One") (non-profit film club), P.O. Box 15169, Hong Kong. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Phone: 247-0311.

ANCHORAGE, ALASKA, 99501, Rm. 306, Lassiac-Sagn Building. Phone: BR 2-9611.

ATLANTA, GA., 30303, 75 Forsyth St., N.W. Phone: 526-6000.

BALTIMORE, MD., 21202, Rm. 305, U.S. Customhouse, Gay and Lombard Sts. Phone: PLaza 2-8460 Ext. 2784.

BIRMINGHAM, ALA., 35203, 505 Title Bldg., 2030 Third Ave., North. Phone: 325-3131.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Phone: CApitol 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Bldg., 117 Ellicott St. Phone: 842-3208.

CHARLESTON, S. C., 29403, Suite 631, Federal Bldg., 334 Meeting St. Phone: 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Phone: 343-6196.

CHEYENNE, WYO., 82001, 6022 U.S. Federal Bldg. and Court House, 2120 Capitol Ave. Phone: 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Phone: 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Bldg., 550 Main St. Phone: 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Bldg., East 6th St. & Superior Ave. Phone: 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Phone: Riverside 9-3287.

DENVER, COLO., 80202, 16407 Fed. Bldg., 20th & Stout Sts. Phone: 297-3246.

DES MOINES, IA., 50309, 1216 Paramount Bldg., 509 Grand Avenue. Phone: 284-4222.

DETROIT, MICH., 48226, 445 Federal Bldg. Phone: 226-6088.

GREENSBORO, N.C., 27402, Room 412, U.S. Post Office Bldg. Phone: 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Phone: 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Bldg., 1022 Bethel St. Phone: 588-977.

HOUSTON, TEX., 77002, 5102 Federal Bldg., 515 Rusk Ave. Phone: CA 8-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Bldg., 208 Laura St. Phone: Elgin 4-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Phone: BAltimore 1-7000.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Bldg., 167 N. Main St. Phone: 534-3214.

MIAMI, FLA., 33130, Rm. 1628, Federal Office Bldg., 51 S.W. 1st Ave. Phone: 350-5267.

MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Phone: BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Phone: 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., (South) 610 South St. Phone: 527-6546.

NEW YORK, N.Y., 10001, 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3277.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Phone: 597-2850.

PHOENIX, ARIZ., 85025, New Federal Bldg., 230 N. First Ave. Phone: 261-3285.

PITTSBURGH, PA., 15222, Room 2201, Federal Bldg., 1000 Liberty Ave. Phone: 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S. W. Morrison St. Phone: 226-3361.

RENO, NEV., 89502, Room 2028, Federal Bldg., 300 Booth St., Phone: 784-5203.

RICHMOND, VA., 23240, 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Bldg., 1520 Market St. Phone: MAin 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Bldg., 125 So. State St. Phone: 524-5116.

SAN FRANCISCO, CALIF., 94102, Room 11464, Federal Bldg., 450 Golden Gate Ave. Phone: 556-5864.

SANTURCE, PUERTO RICO, 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Phone: 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Bldg., 909 First Ave. Phone: MUtual 2-3300.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

AUSTRALIA—Specialty food lines, including canned and frozen game. Omar International Traders (manufacturers' representatives, importers, exporters), Box C333, P.O., Clarence St., Sydney, N.S.W. WTD 7/20/65.

202 Dairy products

AUSTRALIA—Specialty food lines, including cheese, cheese spreads, frozen desserts. Omar International Traders (manufacturers' representatives, importers, exporters), Box C333, P.O., Clarence St., Sydney, N.S.W. WTD 7/20/65.

203 Canning, preserving foods

AUSTRALIA—Specialty food lines, including canned and frozen sea foods, fruits, vegetables, preserves, jams, jellies, pickled fruits and vegetables, sauces, seasonings, dressings, juices. Omar International Traders (manufacturers' representatives, importers, exporters), Box C333, P.O., Clarence St., Sydney, N.S.W. WTD 7/20/65.

205 Bakery products

AUSTRALIA—Specialty food products, including biscuits, crackers, pretzels. Omar International Traders (manufacturers' representatives, importers, exporters), Box C333, P.O., Clarence St., Sydney, N.S.W. WTD 7/20/65.

207 Confectionery

AUSTRALIA—Specialty candy and confectionery. Omar International Traders (manufacturers' representatives, importers, exporters), Box C333, P.O., Clarence St., Sydney, N.S.W. WTD 7/20/65.

209 Food preparations

AUSTRALIA—Specialty food products, including spaghetti, vermicelli, noodles. Omar International Traders (manufacturers' representatives, importers, exporters), Box C333, P.O., Clarence St., Sydney, N.S.W. WTD 7/20/65.

220 Textile mill products

BELGIUM—Fabrics for clothing, silk, cotton, synthetic fibers, piece goods. Anciens Etablissement Paul Wolff (agent), 35 Boulevard d'Ypres, Brussels 1. WTD in preparation.

Textiles of wool, cotton and synthetic fiber for manufacture of clothing for men, women and children. Etablissements Rodembourg (importer, agent), 22 Rue de la Luzerne, Brussels. WTD 6/11/65.

FINLAND—Textile materials for women's dresses and men's suits. Requests descriptive literature, price lists, terms. Agency Samuel Borenstein (commission agent), Merimiehenkatu 19A, Helsinki. WTD 8/19/64.

SOUTH AFRICA—Fine novelty fabrics in polyesters, rayons and acetates, suitable for women's afternoon, cocktail and evening wear, first quality only; fine cotton fabrics, plain and printed, 36"-45" widths, for women's and children's apparel; stretch fabrics, 36"-72" widths, plain and fancy designs, for women's slacks; cotton flannel, 36" width, good weight, twill type if possible, suitable for men's pajamas; men's shirtings, fine Dacron and cotton, plain and fancy, 36" width, good quality only; men's suitings, polyesters and acetates, 59/60" widths, plain and fancy, 10-14 oz. weights. Requests large, attractively mounted samples indicating article number, width, yards per piece, price per yard fob vessel (named port of shipment) including commission, delivery position, weight per square yard, construction composition—if mixtures, detailed percentages. Mill Agents South Africa (Pty.) Ltd. (manufacturers 'agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

Quilted nylon, plain and printed, with various types of stitching, Dacron and acetate filling, of various weights, for use in manufacturing women's robes. Cotton fabrics and blended Dacron/nylon/cotton fabrics, plain and printed, for use in manufacturing women's lingerie and sleepwear. Foambacked materials, plain and fancy designs, suitable for manufacturing women's and men's wear. Peters Agencies (Pty.) Ltd. (manufacturers' agent), P.O. Box 4646, Cape Town. WTD 7/14/65.

S. RHODESIA—Printed ladies' dress fabrics, printed and dyed furnishing fabrics, dyed and printed rayon tricot jersey cloth. Textile Trade Agencies (manufacturers' representative), P.O. Box 192, Salisbury. WTD in preparation.

224 Narrow fabrics, other smallwares mills

AUSTRALIA—Lace, Rochelle type. Trident (Australia) Pty. Ltd. (importers, exporters, manufacturers' representatives), 5 Parkinson Ave., Turramurra, N.S.W. WTD 7/20/65.

234 Women's, misses', childrens', infants' under garments

NORWAY—Infants' under garments. Mr. Sven Soot (manufacturers' agent), 66 Bygdoy alle, Oslo 2, Norway. WTD in preparation.

236 Girls', children's, infants' outerwear

NORWAY—Infants' outerwear. Mr. Sven Soot (manufacturers' agent), 66 Bygdoy alle, Oslo 2, Norway. WTD in preparation.

243 Millwork, plywood, veneer, prefabricated structural wood products

BELGIUM—Plywood, stratified panels and veneers. E. Sagalovitsch & Fils S.P.R.L. (importer, exporter, agent), 88 Chaussee de Louvain, Brussels. WTD 6/28/65.

264 Converted paper, paperboard products

SOUTH AFRICA—Full range of office stationery, first class quality. Daws Stationery Co. (importing distributor), P.O. Box 4614, Cape Town. WTD 2/25/65.

273 Books

SOUTH AFRICA—Books—all subjects, except religious; interested in representing publishers on commission basis. R. H. G. Lamberth (publishers' agent), P.O. Box 22, Howard Place, C.P. WTD 2/8/65.

281 Industrial chemicals

NETHERLANDS ANTILLES—Hydrochloric acid for industrial use. E. Moreno Brandao & Sons Agencies Inc. (importer, wholesaler, agent), P.O. Box 165, Curacao. WTD 7/9/65.

283 Drugs

MEXICO—Vitamin "A", Vitamin "D"-3, Vitamin "B"-12, Riboflavin, Niacin, D. L. Calcium Panthotenate, BHT (Butylated Hydroxyanisole), 3, 5 Dinitro Ortho Toluamida, 3 Nitro 4, Fenil Arsonic Acid, Vitamin "K"; requests replies in Spanish. Vitaminis y Minerales, S.A. (manufacturer, wholesaler, retailer), Floresta No. 81, Mexico 16, D.F. WTD 5/12/64.

287 Agricultural chemicals

FRANCE—Fertilizers, synthetic, ready-mixed, others; plant food and fungicides; insecticides; defoliants, other categories of agricultural chemicals suitable for utilization in France. Agency for products non-competitive in types with those of own manufacture. Laboratoires Tolosan (producers, wholesalers), Castanet-Tolosan, Haute-Garonne. WTD 5/28/65.

MEXICO—Insecticides, fertilizers, fungicides, herbicides; requests replies in Spanish. Ingenieros Unidos de Chiapas S.A., (wholesaler, retailer), 8/a. Avenida Sur No. 7, Tapachula, Chis. WTD 4/1/65.

289 Chemical products

FRANCE—Essential oils. Compagnie d'Echanges Commerciaux & Industriels "CODECI" (importer, retailer, agent), 282 Rue St.-Jacques, Paris 5e. WTD 4/7/65.

311 Leather tanning, finishing

SOUTH AFRICA—Calf leather, first grade, 0.5 to 0.9 mm. thick, competitively priced, top quality. Mill Agents South Africa (Pty.) Ltd. (manufacturers' agent), P.O. Box 3161, Cape Town. WTD 8/13/64.

342 Cutlery, hand tools, general hardware

FINLAND—Hand tools, general hardware items, small household and kitchen fixtures, gadgets. Requests descriptive literature, price lists, terms. Agency Samuel Borenstein (commission agent), Merimiehenkatu 19A, Helsinki. WTD 8/19/64.

343 Heating apparatus, plumbing fixtures

BELGIUM—Heating equipment, to burn coal, coke, gas, or oil. Agency for Belgium. Charmaco (importer, wholesaler, retailer), 633 Chaussee de Ninove, Brussels. WTD in preparation.

349 Fabricated metal products

FRANCE—Irrigation distribution equipment: fittings, pipes or tubing, risers, sprinkler heads, syphons, valves. Ste Internationale de Distribution et d'Approvisionnement S.I.D.A.P. (importer, wholesaler, agent), 30-32 Place Saint Georges, Paris 9e. WTD 5/6/65.

352 Farm machinery

MEXICO—Agricultural machinery and parts; requests replies in Spanish. Ingenieros Unidos

de Chiapas, S.A., 8/a. Avenida Sur No. 7, Tapachula, Chis. WTD 4/1/65.

353 Construction, mining, materials handling machinery

BELGIUM—Fork lifts, platform trucks, dollies, hoists, industrial stackers, other materials handling equipment. Agency for Belgium and Luxembourg. Anc. Etablissements A. Maquestieau (importer, wholesaler), 309-311 Rue Van Soust, Brussels. WTD 6/29/65.

354 Metalworking machinery

FRANCE—Collaboration with U.S. firms in fields of metal cutting saws and engineering studies. C.E.T.I.—Centre d'Etudes Techniques et d'Inventions (engineering consultant), 52 Quai de Jemmapes, Paris 10e. WTD 4/12/65.

SWEDEN—Hand tools, metalworking machine tools, all kinds. Heyco-Verktygs AB (importer, wholesaler, sales agent), Grevgatan 15, Stockholm. WTD 6/29/65.

355 Special industry machinery

BELGIUM—Machinery for manufacture of tobacco, cigars, cigarettes. Salomon Feldman (agent), 50 Rue Neuve, Brussels. WTD 7/1/65.

Molding machinery, sand preparation machinery, for foundries. W. E. Wintgens (importer, exporter, manufacturer), 41 Rue d'Aix, Eupen. WTD 7/9/65.

FRANCE—Tire repairing equipment. Must be suitable for use on European manufactured automobiles, particularly those of French manufacture. Requests replies in French. Ste d'Equipements Automobiles & Industriels (importer, wholesaler), 115 Rue de la Croix-Nivert, Paris 15e. WTD 4/15/65.

MEXICO—Machinery, equipment, instruments, supplies, etc., for printing industry and graphic arts. National Paper & Type Co. de Mexico, S.A. (importer, retailer), Bolivar 237, Mexico, D.F. WTD 3/12/65.

356 General industrial machinery

MEXICO—Industrial apparatus and equipment; direct purchase or agency. Jaime Bali Babani (importer, wholesaler), Representaciones e Importaciones, Merida No. 14, Mexico, D.F. WTD 11/10/64.

358 Service industry machines

FRANCE—Air humidifiers. Chaudronnerie Tolerie de l'Aveyron (manufacturer, dealer), Aubin, Aveyron. WTD 5/6/65.

361 Electric transmission, distribution equipment

MEXICO—High tension circuit breakers, switches, relays and lighting arresters; requests replies in Spanish. Electricidad Industrial Mexicana, S.A. (importer, wholesaler, retailer, exporter, manufacturer), Salamanca No. 102-104, Mexico 7, D.F. WTD 4/16/64.

362 Electrical industrial apparatus

MEXICO—Apparatus and equipment for electrical maintenance, other electrical industrial apparatus. Agency, with view to manufacture product in Mexico in near future. Uquillas-Sota, S.A. (manufacturer, importer, wholesaler), Guanajuato 202-103, Mexico 7, D.F. WTD 11/25/64.

363 Household appliances

BELGIUM—Sewing machines, appliances, equipment for manufacturing clothing. Agency for Belgium and Luxembourg. Mr. Jean F. Simeons (importer, agent), 105 Avenue Ch. Thielemans, Brussels. WTD in preparation.

Washing machines. Agency for Belgium, Luxembourg, The Netherlands. Robusta S.A. (manufacturer, exporter), 41 Rue Corneille Peeters, Machelen. WTD 6/10/65.

371 Motor vehicles, motor vehicle equipment

FRANCE—Automobile accessories: tire and tube repair supplies; rubber protective aprons; steering-wheel covers (foam rubber lining); novelty automobile accessories. Requests replies in French. Ste d'Equipements Automobiles & Industriels (importer, wholesaler), 115 Rue de la Croix-Nivert, Paris 15e. WTD 4/15/65.

NORWAY—Exhaust fume purifiers for automobiles, trucks, buses. Olsen & Gronvold (manufacturers' agent), Karl Johansgate 2, Oslo, Norway. WTD in preparation.

372 Aircraft, parts

MEXICO—Helicopters, airplanes, engines, aeronautical navigation equipment, aircraft maintenance, repair and overhauling equipment, accessories. Aeronautica Especializada, S.A. (sales agent), Av. Arboles Grandes No. 478, Aeropuerto Central, Mexico 9, D.F. WTD 12/7/64.

Aircraft and aircraft parts. Direct purchase and agency. Servicio Aerotecnico, S.A. de C. V. (importer, wholesaler, retailer), Av. Hangares de Aviacion No. 41, Mexico, D.F. WTD 4/13/65.

381 Engineering, laboratory, scientific, research instruments

MEXICO—Laboratory apparatus and equipment; direct purchase or agency. Jaime Bali Babani—Representaciones e Importaciones (importer, wholesaler), Merida No. 14, Mexico, D.F. WTD 11/10/64.

382 Instruments for measuring, controlling, indicating physical characteristics

BELGIUM—Precision and control apparatus for foundries. W. E. Wintgens (importer, exporter, manufacturer), 41 Rue d'Aix, Eupen. WTD 7/9/65.

FRANCE—Portable heat combustion testing instruments. Compagnie d'Echanges Commerciaux & Industriels "CODECI" (importer, retailer, agent), 282 Rue Saint Jacques, Paris 5e. WTD 4/7/65.

384 Surgical, medical, dental instruments

ENGLAND—Specialized chemical and biochemical analytical instrumentation. Scientific Industries International Inc. (UK) Ltd. (exporter, importer), Central Chambers, Hendon Central, London, N.W.4. WTD 7/21/65.

386 Photographic equipment

MEXICO—8 mm. projectors; motion pictures (cartoons and comedies)—reels, boxed for 8 mm. and 35 mm. cameras. Cinelectronic (importer, retailer, wholesaler), Bonifacio Garcia Jaime—Av. Morelos No. 31-204, Mexico, D.F. WTD 10/5/64.

Photogrammetry, aerial photography equipment. Supervision Industrial, S.A. (importer, wholesaler, retailed), Santos Dumont 200, Mexico, D.F. WTD 10/13/64.

Microfilming equipment and supplies; request replies in Spanish. Fulgenio A. Diaz Microfilmex (importer, commission agent, wholesaler, retailer), Av. Oaxaca No. 42, Mexico 7, D.F. WTD 9/30/64.

393 Musical instruments, parts

MEXICO—Electrical guitars; requests replies in Spanish. Instrumentos Musicales, S.A. (importer, retailer), Ayuntamiento No. 52, Mexico, D.F. WTD 6/24/64.

Electric pianos, flutes, oboes, bassoons; requests replies in Spanish. Instrumentos Musicales, S.A. (importer, retailer), Ayuntamiento No. 52, Mexico, D.F. WTD 6/24/64.

394 Toys, amusement, sporting goods

FINLAND—Hobby items, games, models, toys, related items; Requests descriptive literature, price lists, terms. Agency Samuel Borenstein (commission agent), Merimiehenkatu 19 A, Helsinki. WTD 8/19/64.

MEXICO—Sleeping bags; requests replies in Spanish. Deportes de Mexico, S.A. (manufacturer, importer, wholesaler, retailer), V. Carranza No. 18, Mexico, D.F. WTD 7/8/64.

Sporting goods, all kinds; request replies in Spanish. Armamex, S.A. (importer, wholesaler, manufacturer), Aptdo. Postal 18821; Calle Sur 132 No. 122, Col. Observatorio, Mexico 18, D.F. WTD 3/16/64.

396 Costume jewelry, novelties, buttons, notions

BELGIUM—Buttons, zippers, buckles, hooks, eyelets, fasteners, needles, other sewing supplies. Etablissements Rodembourg (importer, agent), 22 Rue de la Luzerne, Brussels. WTD 6/11/65.

Buttons, zippers, fasteners, other supplies for use in manufacturing clothing. Agency for Belgium and Luxembourg. Mr. Jean F. Simeons (importer, agent), 105 Avenue Ch. Thielemans, Brussels. WTD in preparation.

399 Manufacturing industries

BELGIUM—Miscellaneous non-electrical household appliances, devices, gadgets, novelties. Etablissements Elite (importer), 389 Chaussee de Mons, Brussels. WTD 6/30/65.

824 Correspondence schools, vacational schools

MEXICO—Technical literature and correspondence courses in mechanical engineering; requests replies in Spanish. Rym, S.A. (importer, wholesaler, retailer), Calz. de la Viga 157, Mexico, D.F. WTD 4/1/65.

Leads for Importers

201 Meat products

GERMANY—Casings, natural and artificial. Direct sale and agency. Gewuerzwerk Hermann Laue (spice mill, importer, wholesaler), 2000 Hamburg 6, Schanzenstrasse 58/60. WTD 7/14/65.

203 Canning, preserving foods

BRAZIL—Canned guava and banana pastes; canner desires to contact distributors or well-established agents. Regina Industria de Produtos Alimenticios Ltda. (canners), Alameda Sao Boaventura 273, Niteroi, Estado Rio de Janeiro. WTD 7/19/65.

208 Beverage industries

FINLAND—Brewery and bottling plant operator wishes to introduce Finnish beer, sold under the trademark "Koff" into the U.S. Interested brokers and distributors invited to submit proposals. Exclusive distributorship arrangements will be considered. Oy Sinebrychoff Ab, Bulevardi 40, P.O. Box 24, Helsinki. WTD 11/19/64.

209 Food preparations

GERMANY—Spices, seasonings, cures and corresponding herbs. Direct sale and agency. Gewuerzwerk Hermann Laue (spice mill, importer, wholesaler), 2000 Hamburg 6, Schanzenstrasse 58/60. WTD 7/14/65.

223 Broad woven fabric mills, wool

CHILE—Seeks U.S. importers of Chilean made woolen textiles. Raul Scherson (manufacturer), Matucana 880, Santiago. WTD 7/19/65.

227 Floor covering mills, products

★★ COLOMBIA—Trade Mission

Carpets and rugs of wool and cotton. Madelana Ltda. (exporter), Carrera 19 No. 22-37, Bogota. WTD in preparation. TM 3.

230 Apparel

★★ COLOMBIA—Trade Mission

Ruanas (ponchos). Madelana Ltda. (exporter), Carrera 19 No. 22-37, Bogota. WTD in preparation. TM 3a.

241 Logging camps, logging contractors

★★ COLOMBIA—Trade Mission

Virola export grade lumber and "peeler" or export grade virola logs. Raul Rotlewicz (lumber wholesaler), Aptdo. Aereo No. 5209, Bogota. WTD in preparation. TM 1.

243 Millwork, veneer, plywood, prefabricated structural wood products

★★ COLOMBIA—Trade Mission

Hollow core cedarwood doors. Faccini Ricaurte Cia. Ltda. (manufacturer), Cra. 7, No. 46-96m, Bogota. WTD in preparation. TM 17.

249 Wood products

★★ COLOMBIA—Trade Mission

Wide range of wood products, e.g., school rulers, brush handles, wooden spools, wooden bottle tops, many others. Prodema Ltda. (manufacturer), Ave. Caracas No. 12-46, B.O. Box 4002, Bogota. WTD in preparation. TM 12.

251 Household furniture

BRAZIL—Hardwood household furniture upholstered with leather. Prodiv Promocoes & Divulgacoes Ltda. (agent), Caixa Postal 148, ZC-06, Rio de Janeiro, Estado da Guanabara. WTD 3/29/65.

★★ COLOMBIA—Trade Mission

Hi-Fi radio-TV cabinets; home and office furniture. Belltone, Aptdo. Aereo 5593, Cali. WTD in preparation. TM 16.

Household furniture, wood. Muebles Camacho Roldan and Artecto, S.A. (manufacturer), Calle 26, No. 35-33, Bogota. WTD in preparation. TM 13.

252 Office furniture

FINLAND—Office furniture: wide range of items of wood construction, modern design. Direct sale; also interested in distributor or agency offers. Descriptive brochures available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Tulus Oy (exporter), Harju as. WTD 9/2/64.

259 Furniture, fixtures

★★ COLOMBIA—Trade Mission

Furniture parts. Industria Terranova S.A. (manufacturer), Aptdo. Aereo 1825, Calle Real de Manpa No. 20-37, Cartagena. WTD in preparation. TM 5.

289 Chemical products

SOMALIA—Incense: Beio gum (loban dakar and mohor), myrrh and oppoponax. Can prepare and blend incense for ecclesiastical uses. Samples of incense gums available from Trade Opportunities Staff, BDSA-6192, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Somali Commercial Co., P.O. Box 177, Hargeisa. WTD 1/14/65.

314 Footwear, except rubber

★★ COLOMBIA—Trade Mission

Leather bedroom slippers. Industria La Maravilla (manufacturer), Calle 13 No. 6-68, piso 4, Cali. WTD in preparation. TM 8.

316 Luggage

★★ COLOMBIA—Trade Mission

Briefcases. Meleg & Cia (manufacturer), Calle 27, No. 25-34, Bogota. WTD in preparation. TM 15.

317 Handbags, personal leather goods

★★ COLOMBIA—Trade Mission

Women's handbags. Meleg & Cia (manufacturer), Calle 27, No. 25-34, Bogota. WTD in preparation. TM 15A.

328 Cut stone products

★★ COLOMBIA—Trade Mission

Stone veneers. Canteras de Terreros Ltda. (manufacturer), Avenida 18 No. 20-47, Bogota. WTD in preparation. TM 9.

394 Toys, amusement, sporting goods

SWEDEN—Travel beds for babies. Bjorn Jakobson AB (exporter, wholesaler, manufacturer), Bjornstigen 19, Solna. WTD 7/14/65.

399 Manufacturing industries

AUSTRALIA—Kangaroo skins. Mr. H. L. McCowan, C. T. Bowring Services (A/asia) Pty. Ltd. (importers, exporters), 32 Bridge St., Sydney, N.S.W. WTD 7/19/65.

Stuffed koala bears, sizes from 6″ to 3 or 4′, made of first quality kangaroo skins; can be supplied with musical springs and movement. Trident (Australia) Pty. Ltd. (importers, exporters, manufacturers' representatives), 5 Parkinson Ave., Turramurra, N.S.W. WTD 7/20/65.

★★ COLOMBIA—Trade Mission

Brushes, home and industrial types. Casa Schaps Ltda., Aptdo. Aereo No. 582, Barranquilla. WTD 1/16/64. TM 11.

SPAIN—100% human hair, hand-made wigs. De la Camara Hermanos (manufacturer, exporter), Aptdo. de Correos 14,025, Madrid. WTD 6/10/65.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ALGERIA—Mustapha-Kamel Deramchia, Director, Huileria Moderne d'Algerie, Rue de Gao, Nouveau Port, Algiers, interested in **oil and soap factory equipment.** End of July via New York City for 2 weeks. C/o Center Hotel, 111 46th St., New York, N.Y. Itinerary: New York. WTD being revised.

AUSTRALIA—Eric M. Hart, Maxwell Industries, 4 Esdaile Place, Arncliffe, N.S.W., **interested in meeting manufacturers of food and chemical processing machinery with a view to negotiating agency agreements.** Late August via New York City for 3 weeks. C/o Commissioner for New South Wales, New South Wales Government Center, 680 Fifth Ave., New York, N.Y. Itinerary: New York, Chicago. WTD 5/25/65.

CHILE—Luis Ferrada C., Aislaciones Isesa S.A., Compania 1068, 7° piso, Santiago, interested in **construction materials, especially insulating materials,** and requesting technical information. Aug. 2 via Miami for 30 days. C/o Department of Commerce Field Offices on itinerary. Itinerary: Miami, Washington, Pittsburgh, New York. WTD 6/22/65.

FRANCE—T. Rimanas, Compagnie Parisienne des Asphaltes, 6 Rue Barbes, Lavallois Perret (Seine), interested in **bowling pins, plastic lasts for shoes, special paints for application to plastics.** Aug. 4 via New York City for undetermined period. C/o Mr. Raymon, 225 Wayne St., Highland Park, N.Y. WTD 6/28/65.

GERMANY—Norbert Noelzel and Bernhard Engler, representing Weingut Ferd. Pieroth, Burg Layen near Bingen/Rhein, **interested in establishing trade connections with U.S. suppliers of foodstuffs.** Aug. 16 via New York City for 10 days. C/o Hotel New York Hilton, Rockefeller Center, New York, N.Y. Itinerary: New York and environs. WTD in preparation.

IRAQ—Hussain Al-Sader, Hamourabi Tours, Sa'doun St., Alwiya, **wishes to represent U.S. contractors interested in construction and industrial projects in Iraq and U.S. suppliers of auto parts.** Aug. 1 via New York City for 3 months. C/o Department of Commerce New York Field Office, Empire

State Bldg., 350 5th Ave., New York, N.Y. 10001. Itinerary: New York; Buffalo; Detroit; Washington, D.C.; San Francisco; Los Angeles; Santa Fe; Phoenix; Denver; Houston; New Orleans; Miami; Boston. WTD in preparation.

Michael Shlemon Pera, 12/46 Old Racing St., Baghdad, **interested in construction equipment.** Second week in August via New York City for 6 weeks. C/o Mrs. Kristeana Oushalem, 446 Warburton Ave., Yonkers, N.Y. Itinerary: New York, Yonkers. WTD in preparation.

Abdul Razak Dabbagh, Chairman of the Board of Directors and General Manager, and Hamid Abdul Majid Hadid, Factory Manager, Nylon Hosiery Manufacturing Co., Wadi Hajar, Mosul, interested in **nylon raw materials** and **new machinery for manufacture of nylon hosiery, investigating sources of machinery for production of burghul (boiled whole wheat) and automatic bakery.** First week in August via New York City for 40 days. C/o Eastern Commercial Agency, Empire State Bldg., 350 5th Ave., New York, N.Y. Itinerary: New York, Kansas City, Los Angeles, San Francisco, Detroit. WTD in preparation.

ISRAEL—Jacob Mazkereth, Sales Manager, Levinson Bros. Engineers Ltd., 33 Hachashmal St., Tel Aviv, **interested in visiting earth moving and heavy equipment plants.** Aug. 2 via New York City for 4 weeks. C/o Jacob Levinson, Crosben Trading Co., 1181 Broadway, New York, N.Y. or c/o Clark Export A.G., Export Division, P.O. Box 333, Benton Harbor, Mich. Itinerary: New York, Chicago, Los Angeles, Minneapolis. WTD 6/28/63.

Alexander Novitch, Member of the Board of Directors, Shelev United Transport Corp., Ltd., 92/94 Giborei Israel St., Tel Aviv, **interested in visiting automotive and heavy equipment plants.** Aug. 2 via New York City for 4 weeks. C/o Jacob Levinson, Crosben Trading Co., 1181 Broadway, New York, N.Y., or c/o Clark Export A.G. Export Division, P.O. Box 333, Benton Harbor, Mich. Itinerary: New York, Chicago, Los Angeles, Minneapolis. WTD 6/17/65.

ITALY—Giuseppe Monforte, Cartonbox, Via L. Martini 4/e, Turin, **interested in visiting U.S. companies producing paper and cardboard for packing materials,** for possible business transactions. Aug. 15 via New York City for 2 weeks. C/o Department of Commerce Field Offices on itinerary. Itinerary: New York, Washington, Detroit, Buffalo. WTD 7/20/65.

JAPAN—Reiichi Orihashi, Chief, Planning Dept., and Yasuo Iwasaki, Chief, Forestry Dept., Chuetsu Pulp Industry Co., Ltd., 8 Ginza Higashi 2-chome, Chuo-ku, Tokyo, **interested in securing a stable supply source for pulp chips in the U.S.** July 22 via Seattle for 5 weeks. C/o C. T. Takahashi & Co., Inc., 220 3rd Ave., South Seattle 4, Washington 98104. Itinerary: Cities and towns in Washington, Oregon, California, and Alaska. WTD 2/8/61 being revised.

MEXICO—Ing. Gustavo Tello, professor in charge of group of 15 students from Escuela Nacional de Ciencias Biologicas, del Instituto Nacional Politecnico, Mexico, D. F., **interested in visiting food processing plants.** Aug. 15 or 16 via Laredo, Texas for one month. C/o Department of Commerce Field Offices on itinerary. Itinerary: St. Louis, Chicago, Kalamazoo, Detroit, New York, Washington, Atlanta, Houston.

PAKISTAN—Gol. Hamidullah (Retd.), Yu-Slim & Co., Ltd., Plaza Bldg., Queens Rd., Lahore, West Pakistan, **interested in purchasing electrical transmission line equipment for AID financed projects; investigating prospects for a wheat grain processing plant on a joint venture basis;** requesting technical information. Middle of August via New York City for 3 weeks. C/o Consulate General of Pakistan in U.S.A., 12 East 65th St., New York 21, N.Y. Itinerary: New York, Washington, Chicago, Philadelphia, Los Angeles, San Francisco. WTD 1/20/65.

SAUDI ARABIA—'Abd al-Halim Hassan al-Soukary, Mansur & Soukary Co., P.O. Box 300, Al-Khobar, **interested in consulting construction firms for possible joint ventures in road building, school construction, general housing projects.** Mid-August via Hawaii and San Francisco for 3 months. C/o 320 Racquet Club Rd., Palm Springs, Calif. Itinerary: Chicago, Washington, New York. WTD 11/28/64.

SOUTH AFRICA—E. P. Bradlow, Chairman and Managing Director, Bradlow Stores Ltd., 83 Market St., Johannesburg, **interested in purchasing clothing, fancy goods, household appliances** for chain of 28 stores in South Africa; requesting technical information on consumer credit. Aug. 7 via New York City for 4 to 6 weeks. C/o Walker Wendell & Associates, 15 East 40th St., New York, N.Y. Itinerary: New York, Washington, Chicago. WTD 7/16/65.

TAIWAN—C. M. Chen, C. H. Chin, C. T. Yeh, representing Hsinchu Glass Works, Inc., 32, Section 2, Chungshan North Rd., Taipei, **interested in visiting glass manufacturers and refractory suppliers.** July 29 via Honolulu for 1 month. Aug. 1-6 c/o Tyre Mfg. Co., 322 S. Date Ave., Alhambra, Calif.; 8/10-20 c/o C. J. Gongolas, Pittsburgh Plate Glass Co., 1 Gateway Center, Pittsburgh, Pa.; 9/3-4 c/o C.A.C. of New York, Inc., 50 Church St., New York 7, N.Y. Itinerary: Honolulu; Los Angeles; Pittsburgh; Washington, D.C.; New York; Toledo, Ohio; Corning, New York. WTD 9/29/60 being revised.

Future Construction

CANADA—Tenders will be called for the **construction of a combined tunnel, bridge and causeway to span Northumberland Strait between New Brunswick and Prince Edward Island.** Estimated cost of the nine-mile structure will be C$148 million. Construction will take at least five years.

The proposed schedule of contracts calls for construction of the New Brunswick land approach and causeway section, followed by contracts for bridge piers complete with rock-mount foundations and concrete armor. Next will come the tunnel, two causeway sections and land approach on the Prince Edward Island side. The final contract will be for the steel bridge superstructure.

TAIWAN—Work reportedly is to begin immediately on **construction of Hsiaokang Airport in Kaohsiung.** The first phase is expected to take 9 months to complete. Funding is through PL480.

Phase I calls for construction of 1600 meter long runway, 45 meters wide; connecting taxiway, apron, passenger terminal building and installation of air navigational aid facilities.

In Phase II, the runway will be extended to 2600 meters.

Items to be procured are transmitter and receiver (50 watt, VHF and fix tuned receiver, 100-156 mc. AM) 2 sets; rotating beacon, type DCB-36, 36" in diameter which projects beam of light in two directions (green and clear) from a single lamp, 1000 watt, 115 volt, AC with two dozen spare bulbs; wind tee, standard free floating, electric lighted, responds only to flow of air, constructed per CAA spec L-808, with 6 dozen spare bulbs; signal projector (formally named signal gun and signal pistol), type PTS, B-3 assembly, 110-volt AC and 6 volt DC supply, 1 set with 1 dozen spare bulbs; locator; aerocom M-100D, 100 watt, dualized transmitter with monitor and automatic transfer unit, 1 set with one year's spare parts; equipment for meteorology observation, including mercury barometer; psychrameter; barograph, thermograph; hydrograph, compass. U.S. firms should **write** to Purchasing Dept., Central Trust of China, 49 Wuchang St., Section 1, Taipei, Taiwan.

ECUADOR—The Ministry of Public Works & Communications has issued a call inviting interested U.S. construction firms to pre-qualify for bidding on four **road construction projects.** Tenders will be invited at the end of this year or the beginning of 1966. These projects include levelling, construction of drainage structures, sub-base, base and superficial (bitumen) paving on the following roads: Quevedosan Juan (89 km); Naranja-Eln Guabo (72km); Bucay-El Triunfo (36km); Cajabanb/Navac (17km).

Only those firms which have been pre-qualified under the terms of the new Law of Tenders will be allowed to bid on these projects. In order to become prequalified, the following information must be submitted by Aug. 31:

Name and address of firm and its executive representatives; a listing of the firm's experience in similar projects; a listing of current contracts; a list of equipment available; names and resumes of the records of supervisory personnel and financial references.

This information must be submitted in Spanish in a single sealed envelope addressed to Director General de Obras Publicas, Ministerio de Obras Publicas y Comunicaciones, Quito.

FINLAND—Government will begin **electrification of the State Railway system.** The project affects only 856 km of a total network of some 5,400 km of Finnish right-of-way. During 1965, the expenditure will be Fmk 1 million (Fmk 3.20 = $1) of a total Fmk 193 million, the figure budgeted for the 9-year program. Reportedly, some 85% of the purchases in the electrification program will involve domestic products. Other modernization included in the 9-year program includes **laying of new track, modernization of rail yards and depots, mechanization of railroad construction, purchasing of new safety and signal equipment,** new locomotives and rolling stock.

Pohjolan Voima Oy, (Finnish engineering firm specializing in construction of hydro-electric power plants) will begin construction of a new **power plant** on the Lijoki River at Maalismaa with an annual output of 170 million KWH. Practically all equipment and ma-

chinery will be of Finnish origin except certain controls, gauges and other related specialized instruments. U.S. firms are invited to contact and submit offers to: Pohjolan Voima Oy, Eduskuntakatu 4, Helsinki.

INDIA—West Bengal Cabinet has approved a draft bill to establish a Metropolitan Water and Sewerage Board with authority over the entire Greater Calcutta area. The proposed organization would administer a Master Plan prepared by the Calcutta Metropolitan Planning Organization calling for an expenditure of about $400 million. The draft bill must now be approved by the State Legislature.

NEPAL—The preliminary survey by a UN team of Food and Agriculture Organization specialists, financed by the UN Special Fund, has been completed of the **Sun Koshi River diversion scheme** in eastern Nepal. Under consideration is a partial channelization of the river off its easterly course, southeast through the hills, where ultimately it will rejoin the Sapt Koshi River.

The Sun Koshi project is expected to irrigate some 300,000 acres in the Terai plains west of the Sapt which will be watered by the Indian Aid Mission Chatra Canal Scheme, drawing from the Sapt Koshi. Also being considered is a **hydro-electric power station** on the Sun Koshi diversion to generate about 50,000kw.

SOUTH AFRICA—Several large building projects have been announced which may offer opportunities to U.S. construction-engineering firms and suppliers of equipment.

A 50-story 400-apartment building is to be built on a 50,000 sq. foot site in Johannesburg. The project was announced by H. Gottlieb, chairman and managing director of J. H. Isaacs & Co. Ltd. The building will have two parking levels, shops, gardens and swimming pools.

Pretoria is planning an **opera house and an administrative building. Similar plans are being developed for Johannesburg.** The opera houses will each seat 2000 patrons. The administrative buildings will be built for the Transvaal Provincial Administration. A 26-story building is being planned by the Administration in Pretoria, and a 45-story building in Johannesburg.

Significant Awards

CANADA—The British Columbia Hydro & Power Authority has announced that a consortium of four construction firms submitted a low bid of C$21,155,388 for a contract to excavate two 45′ diameter diversion tunnels at the site of Mica Dam, 92 miles north of Revelstoke. Two parallel tunnels, one 3000 feet long and the other 3300 feet long, will be required to reroute the Columbia River so that construction of Mica Dam can begin.

The consortium bid was submitted by Perini Pacific Ltd., Northern Construction Co. & J. W. Stewart Ltd. and Morrison-Knudsen Co. of Canada Ltd., all of Vancouver, and Mannix Ltd., of Calgary, Alta.

The contract calls for the excavation of about 500,000 cubic yards of rock from the tunnels and about 700,000 cubic yards of overburden from the intake and outlet tunnel faces.

Iraq issues tender for power generator station, facilities for water tank and other needs

The Directorate General of Buildings, Maire Building Projects Section, Karkh, Salhiya-Opp. New Iraqi Museum, Ministry of Works & Housing, Baghdad, has issued Tender 2—University of Baghdad with a bid deadline of Oct. 2.

The tender covers a building for facilities and other required services including a water tank, power generator station, high level water tank, settling tank, pumping station, maintenance administration building and the store and general services at the site.

Tender documents and specifications are available for a nonrefundable payment of $560 at the above address, from the Iraqi Embassy at Cairo, UAR; Beirut, Lebanon; and from the Architects Collaborative International, Viale Corizia 24-C, Rome, Italy.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-8120, Department of Commerce, Washington, D. C., 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated June.

Air Conditioning and Refrigeration Equipment Importers, Dealers and Manufacturers—Republic of South Africa.

American Firms, Subsidiaries and Affiliates—Netherlands Antilles.

American Firms, Subsidiaries and Affiliates—Pakistan.

Books, Magazines and Periodicals Importers and Dealers—Argentina.

Canneries and Frozen Foods Producers and Exporters—Argentina.

Chemicals Importers and Dealers—Morocco.

Chemicals Importers and Dealers—Thailand.

Curios, Novelties and Handicrafts Manufacturers and Exporters—Morocco.

Dry Goods and Clothing Importers and Dealers—Honduras.

Electronic Equipment for Home Entertainment, Phonograph Records, and Pre-Recorded Magnetic Tapes Importers, Dealers and Manufacturers—Spain.

Fruits and Nuts Importers, Dealers and Exporters—Hong Kong.

Fruits and Nuts Importers, Dealers and Exporters—Venezuela.

Metallurgical and Metal Working Plants—France.

Office Supplies and Equipment, Paper and Stationery Importers and Dealers—Spain.

Seeds and Bulbs Importers, Dealers and Exporters—Iran.

Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Mexico.

Tobacco and Tobacco Products Importers, Dealers and Manufacturers—Nicaragua.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Italy granted protection for zinc powder, flakes

The European Economic Community has authorized Italy, pursuant to Art. 226 of the Rome Treaty, to apply a safeguard measure to imports of zinc powder and flake (Italian Tariff No. 7903BII).

Through March 1, 1966, Italy is authorized to continue to charge 9% ad valorem on these products imported from other Member States, as against the 7.5% called for as of last Jan. 1. The authorization stipulates that during validity of the safeguard measure Italy apply a duty of 12.6% on imports from non-EEC countries of these products, currently dutiable at 12.1%.

The authorization is subject to the condition that Italy continue to levy, for its duration, on unwrought zinc (TN 7901A) a duty no less than 20 lire per kg., when imported from other Member States, and higher by 20 lire per kg. than the duty applied by the Member States with the lowest duties on imports of unwrought zinc from third countries.

The present safeguard measure accorded to Italy on zinc powder and flake imports is, therefore, related to and based on the Commission's decision of Dec. 30, 1963, permitting Italy special protection for unwrought lead and zinc, mined for the most part in depressed Sardinia.

TECHNICAL INFORMATION

A manufacturer of electric automatic switches, signal lamps and relay control boards wishes to exchange technical information and licensing rights with a U.S. concern in the same line.

Write: BACO—Constructions et Entreprises Electriques, 290 Route de Colmar, Strasbourg-Meinau (Bas-Rhin), France. WTD.

OPTICAL INSTRUMENTS

Manufacturer of precision optical instruments seeks license agreement with U.S. manufacturer for manufacture of precision optical instruments in Switzerland.

Write: FISBA Optische Praezisions-Instrumente AG, Rorschacherstrasse 109a, 9006 St. Gallen, Switzerland. WTD.

New Books and Reports

Trade group prepares publications on Japan

The American Chamber of Commerce in Tokyo has prepared three publications designed to aid U.S. businessmen interested in Japan:

Living in Japan, 2nd Ed., issued May 1965; a compendium of information useful not only to American firms and individuals already operating in Japan, but also for those considering the establishment of business or residence in Japan. 113pp. $3 (surface mail); $5 (airmail).

ACCJ Directory 1965: A Listing of Members and Member Firms of the American Chamber of Commerce in Japan. This 186-page pictorial directory lists almost 500 members of the Chamber by individuals and by companies, showing types of business. $3.50 (surface mail); $5.50 (air mail.)

The Journal of the American Chamber of Commerce in Japan. An authoritative monthly journal of significance to the U.S. business executive interested in trade and investment prospects in Japan. Contains articles on joint ventures, licensing, taxation, living conditions in Japan. Annual subscription (surface mail) $3.35 prepaid; (airmail) $17 prepaid.

Write: The American Chamber of Commerce in Japan, 701 Tosho Building, 14, 3-chome, Maronouchi, Chiyoda-ku, Tokyo, Japan.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington. $18 per year (12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington, D.C. 20402.**

Market Profiles: Western Europe and Canada. OBR 65-34. 20pp. A series of one-page summaries on the economies of 18 Western European countries and Canada. One of five such reviews covering different world trading areas which will be repeated and brought up to date each year.

Market Profiles for the Near East and South Asia. OBR 65-37. 18pp. Another series of one-page economic surveys, this report covers the 17 countries constituting the Near East/South Asia area. An earlier number in this series covered the markets of the Far East, while upcoming issues will deal with Africa and Latin America.

Establishing a Business in the Republic of South Africa. OBR 65-38. 15pp. Outlines the South African Government's policy on investment, the entry and repatriation of capital, trade factors affecting investment, South African business organizations, regulations affecting employment, and the various taxes to which U.S. firms operating in South Africa would be subject.

Basic Data on the Economy of Bulgaria. OBR 65-40. 12pp. Describes the structure of the Bulgarian economy, the financial and banking facilities, the organization, magnitude and composition of foreign trade, and U.S. regulations affecting trade with Bulgaria.

Market Factors in France. OBR 65-47. 13pp. Outlines the scope and nature of the French market, touching on geographic and population factors, local tastes and preferences, consumer purchasing power, and sales and prices. Also covers the competition that can be expected from both government and business, the U.S. share of the French market for certain selected commodities, and contains a bibliography of useful publications offering information on the French market.

Yours for the asking

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Sales and Distribution Section, Department of Commerce, Washington, D.C., 20230.

Such requests must be received not more than 15 days after the publication date of the issue of *International Commerce* in which the requested OBR was listed.

Free information

Free copies of an English-language version of Svenska Dagbladet's shipping issue, describing Sweden's shipping, shipyards and port operations, as well as the Japan Times' annual review of Japanese industries for 1965 can be obtained by writing: Joshua B. Powers, Inc., 551 Fifth Ave., New York, N.Y. 10017.

***Japan—the Confluent Society.* Published by the Research Department of the London Press Exchange Ltd., London. 40pp. Free.**

An introduction to modern Japan, touching on its industries, commerce, markets, advertising, consumers, and Japan's position in the international business picture.

Write: Robert Otto-Intam Inc., 820 Second Ave., New York, N.Y. 10017.

***Medical and Dental Articles and Equipment.* (No. 6) Sweden: Market Reports for U.S. Exporters. Skandinaviska Banken and U.S. Embassy, Stockholm. 6 pp. Free.**

Describes market and its potential, the competition and prospects for American products in Sweden, and the applicable tariffs and distribution channels. Lists dollar values of various supplies and equipment of this nature imported, exported or produced by Sweden (1962).

Write: Sales and Distribution Section, U.S. Dept. of Commerce, Wash., D.C. 20230, or any Commerce Field Office.

***Korean Trade Directory, 1965.* Published by the Korean Traders Association, Seoul. More than 500 pages. $5 (postpaid surface mail).**

The latest edition of one of the principal trade reference books published in Korea. The directory contains a complete listing of all export and import firms in Korea; a complete list of export and import commodities, with names of firms handling them; trade laws and regulations; and tariff schedules for all commodities.

Write: Korean Traders Assn., Trade Building, P.O. Box 1117 International, Seoul, Korea. Cable address: KOTRASO, Seoul.

***Commonwealth Agriculture.* 1964. Commonwealth Economic Committee. Her Majesty's Stationery Office, London, England. 268 pp. $3.20.**

General review of agricultural development in Commonwealth countries emphasizing the factors which have contributed to changes in production. Examines export trends for agricultural products of major significance in trade of Commonwealth countries, and provides brief reviews of production and trade.

Write: Sales Section, British Information Services, 845 Third Ave., New York, N.Y. 10022.

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Calendar *for international traders*

August

10—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

12—Export Workshop and lunch, Holiday Inn, **Ottumwa, Iowa.** Speaker: E. W. Klapmeier, member, U.S. Trade Mission to Middle East. Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

12-13—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **Minneapolis.**

12-13—Businessmen's Consultations by appointment with John R. Ferchak, Commercial Officer, American Embassy, Tokyo, Field Office, **New York.**

16—Bucks County Forum of International Commerce, 5:30 p.m., Conti Inn, Cross Keys, **Doylestown, Pa.**

17—In-Office Export Workshop, Field Office, **Chicago.**

17—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

17—In-Office Seminar, **Annapolis, Md.** Sponsors: Field Office, Department of Commerce; REEC.

18—In-Office Consultations with John G. Panos, Commercial Officer, U.S. Embassy, Tehran, Field Office, **New York.**

19—In-Office Export Conference, Chamber of Commerce, **St. Cloud, Minn.** Sponsors: Field Office, Department of Commerce; REEC; Chamber of Commerce.

19—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

19—Foreign Traders Assn. of Philadelphia, Inc., 6 p.m., Sheraton Hotel, **Philadelphia.**

19-20—Private consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate, Frankfurt, Field Office, **Chicago.**

20—Export Workshop, Field Office, **Cincinnati.** Sponsors: Field Office, Department of Commerce; REEC.

21—National Assn. of Home Builders Annual Convention, Denver Hilton Hotel, **Denver.** Speaker: Roy Gootenberg, Bureau of International Commerce.

24—Export Expansion Workshop, **West Point, Miss.** Sponsors: North Mississippi Industrial Development Assn.; Field Office, Department of Commerce.

24—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:

Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

24-27—5th Annual Maine Products Show, Bangor City Auditorium, **Bangor, Me.** Sponsor: Maine Dept. of Economic Development.

26—In-Office Export Conference, 10:30 a.m., Field Office, **Miami.** Sponsors: Field Office, Department of Commerce; REEC.

27—Export Workshop, Field Office, **Des Moines.** Sponsors: Field Office, Greater Des Moines Chamber of Commerce, Iowa REEC.

31—Export Expansion Seminar, 10:30-12 noon, Field Office, **Cleveland.** Sponsors: Field Office, Department of Commerce; REEC.

September

2—Machinery-Metals Export Club, monthly meeting, Overseas Press Club, **New York.**

2-3—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **Boston.**

7—FCIB Round Table Conference on Foreign Credit, Collection & Exchange Problems, 1:30 p.m. Advertising Club, **New York.** Sponsor: Foreign Credit Interchange Bureau.

8—Export Workshop, **Spencer, Iowa.** Sponsors: Field Office, Department of Commerce; Chamber of Commerce; REEC.

9—In-Office Meeting, Field Office, **Chicago.**

9—Overseas Automotive Club, monthly meeting, 12 noon, Shelburne Hotel, **New York.**

9-10—Businessmen's consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Field Office, **New York.**

12-14—Pacific Northwest Traders Assn., **Anchorage, Alaska.**

13—World Trade Assn. of Montgomery County, monthly meeting, Crossroads Motel, **Norristown, Pa.**

13-14—13th Joint Engineering Societies Management Conference, New York Hilton, **New York.** Speaker: Forrest D. Hockersmith, BDSA.

13-14—Consultations with Edmund F. Becker, Commercial Officer, U.S. Consulate General, Frankfurt, Germany, Field Office, **Philadelphia.**

13-17—International Industrial Conference, **San Francisco.** Sponsors: National Industrial Conference Board; Stanford Research Institute.

14—International Executives Assn., monthly luncheon meeting, Hotel Statler Hilton, **New York.**

14—In-Office Workshop for New Exporters, Federal Office Bldg., **Kansas City, Mo.** Sponsors: Field Office, Department of Commerce; REEC.

15—Iowa REEC Meeting, Des Moines Club, **Des Moines.**

15—Arkansas Export Seminar, Hotel Marion, **Little Rock, Ark.** Sponsors: Arkansas State Chamber of Commerce; Field Office, Department of Commerce; REEC.

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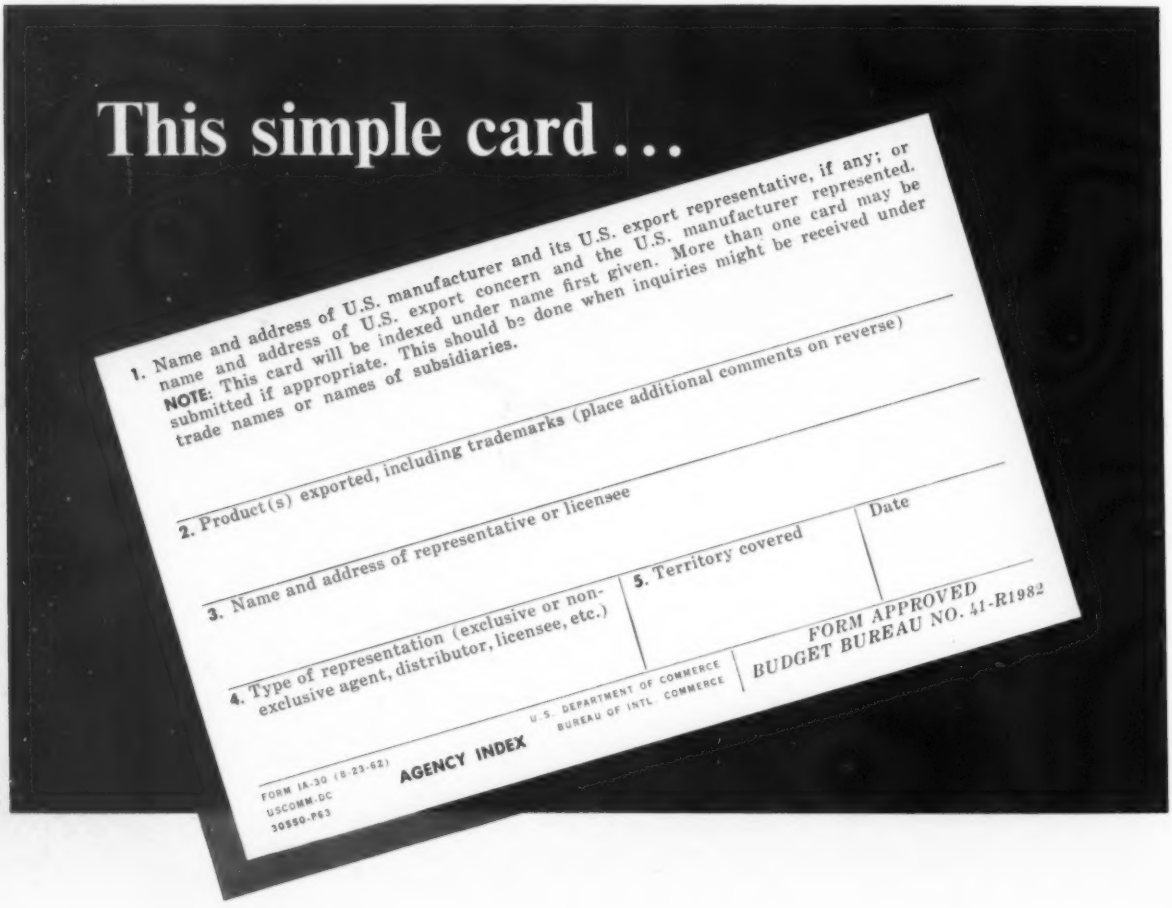
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